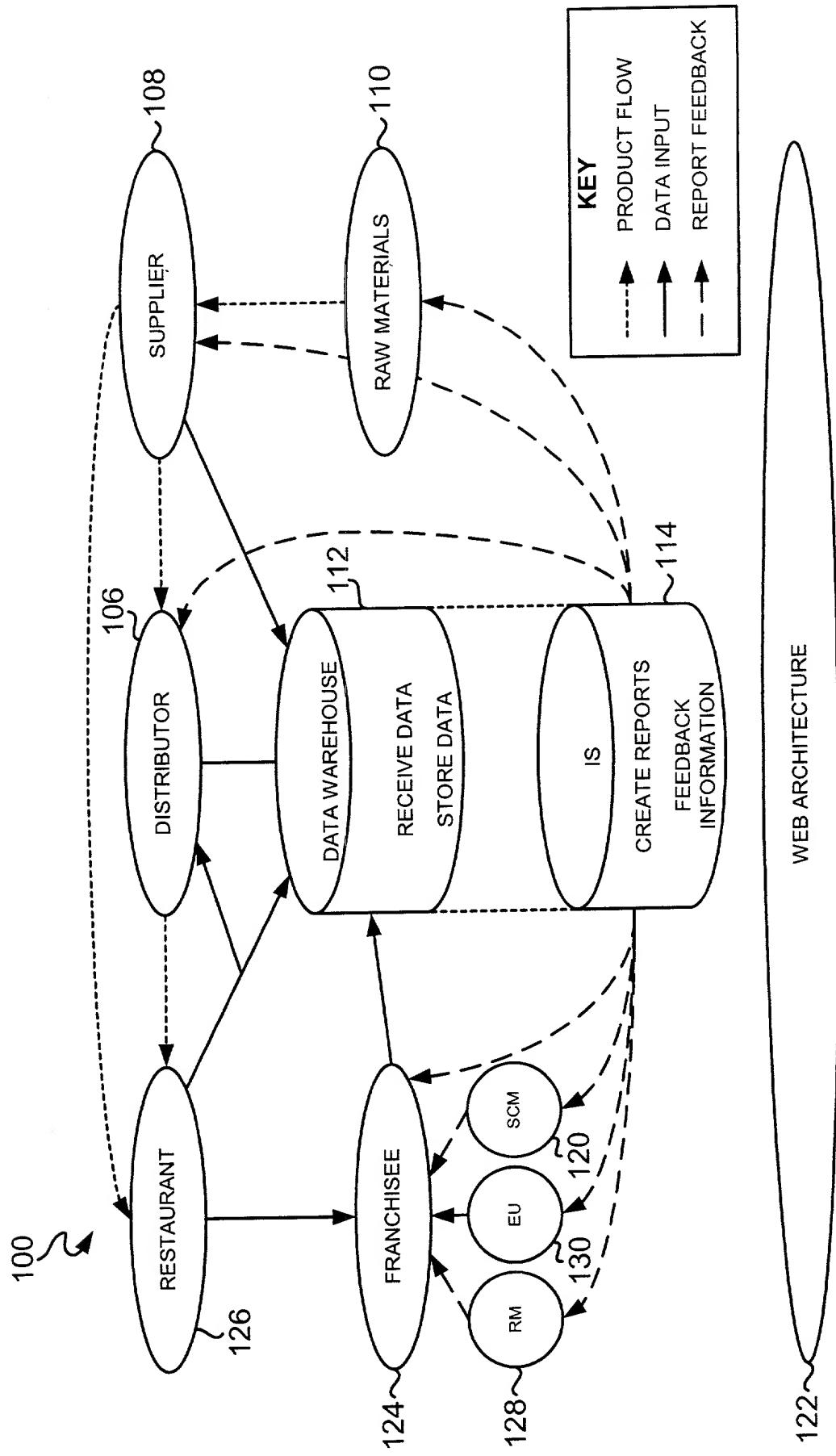
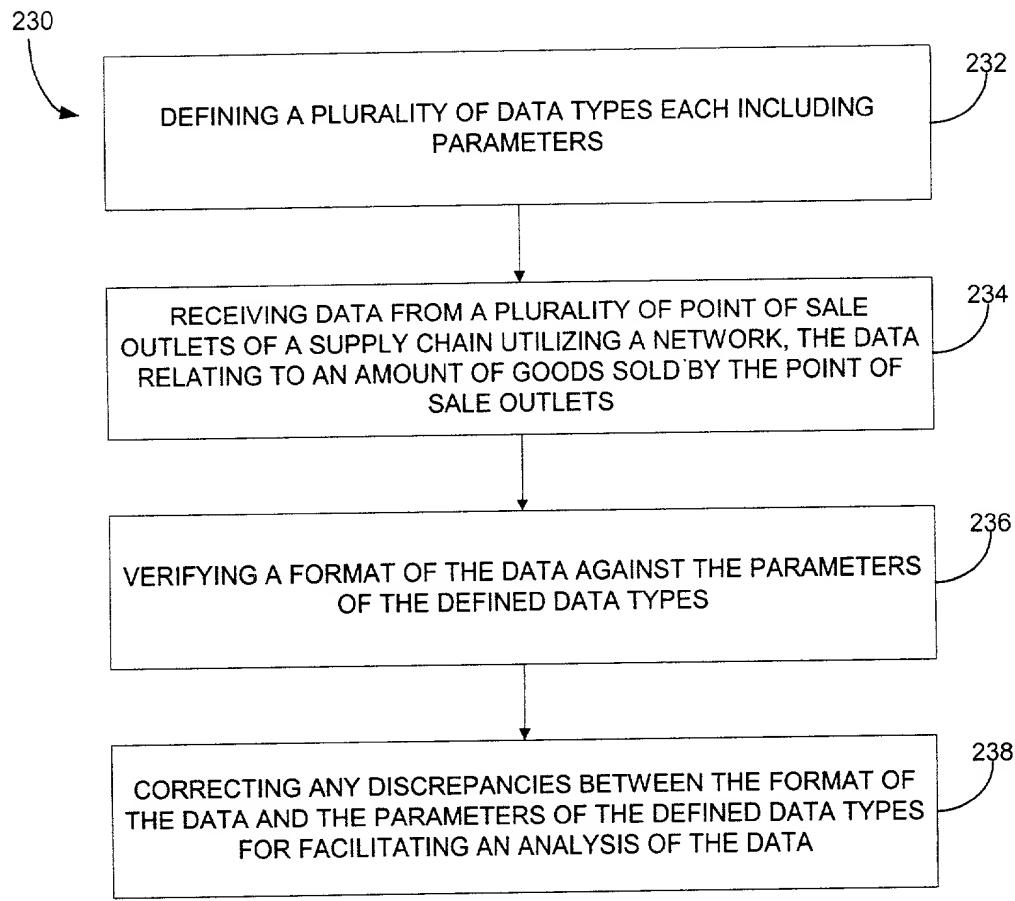


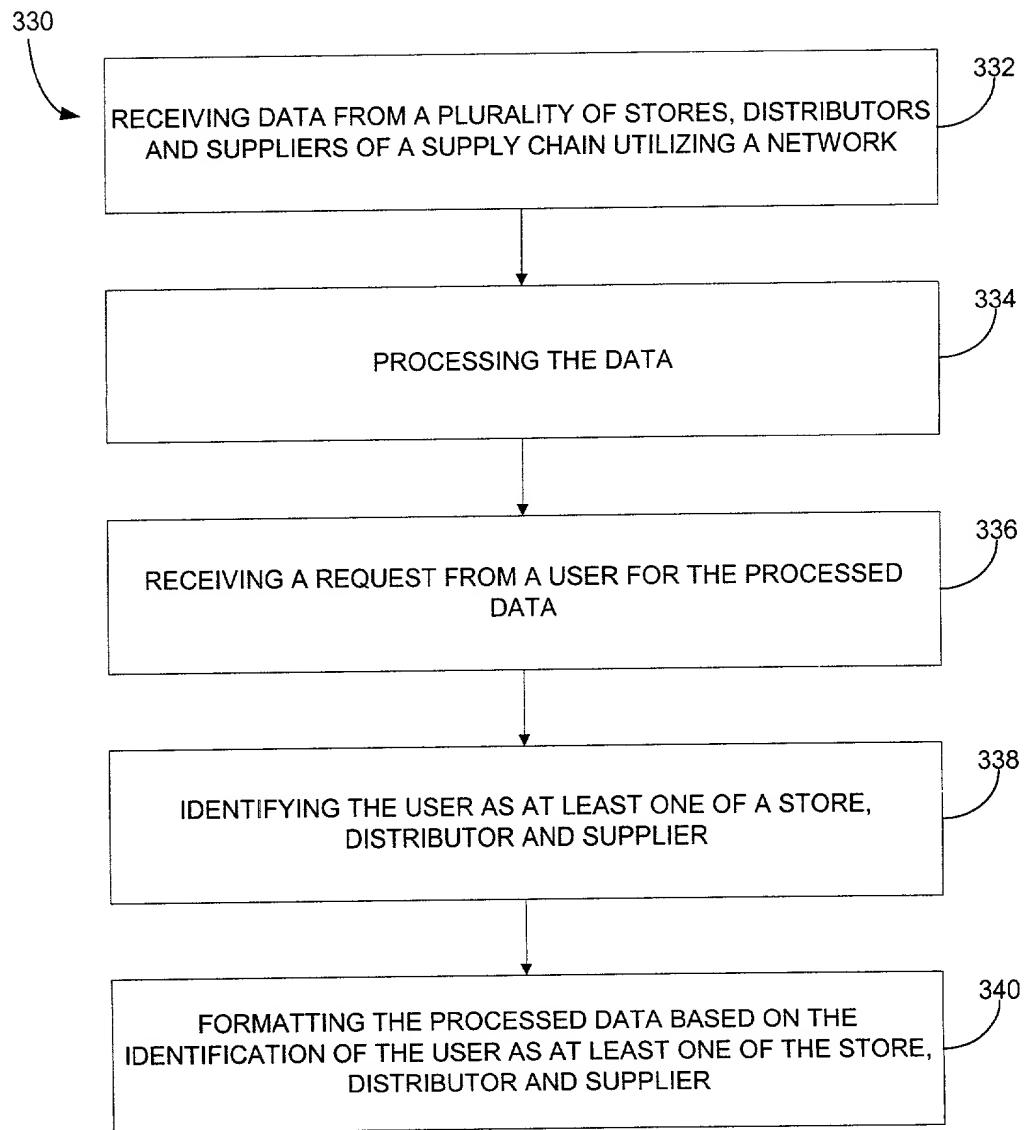
**FIG. 1A**



**FIG. 1B**



**FIG. 2**



**FIG. 3**

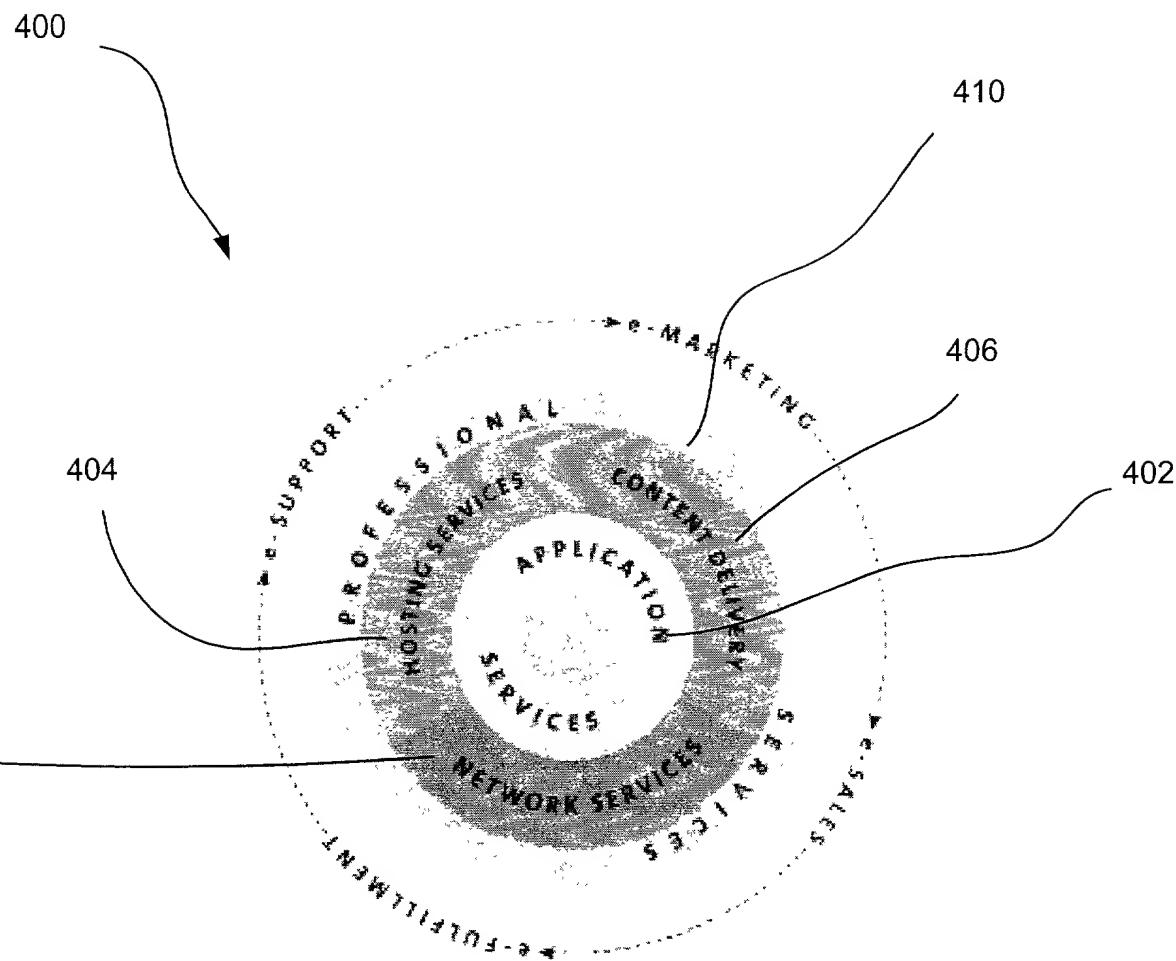
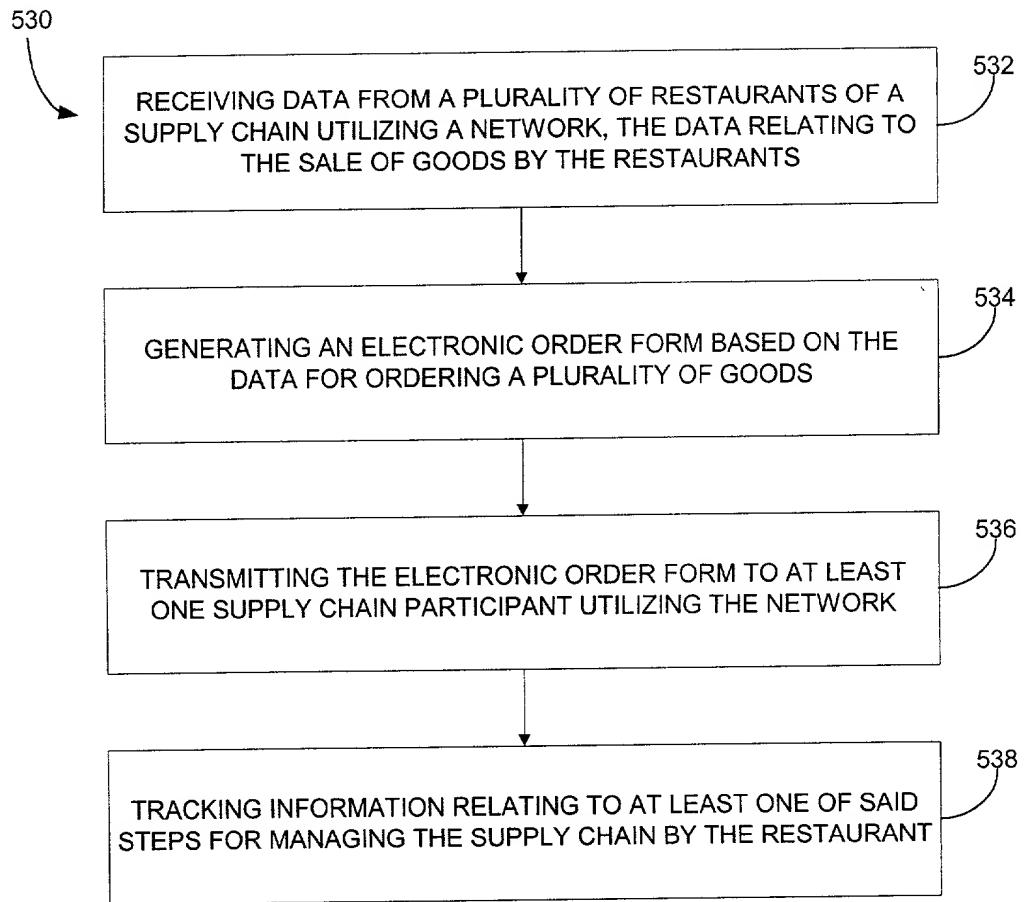
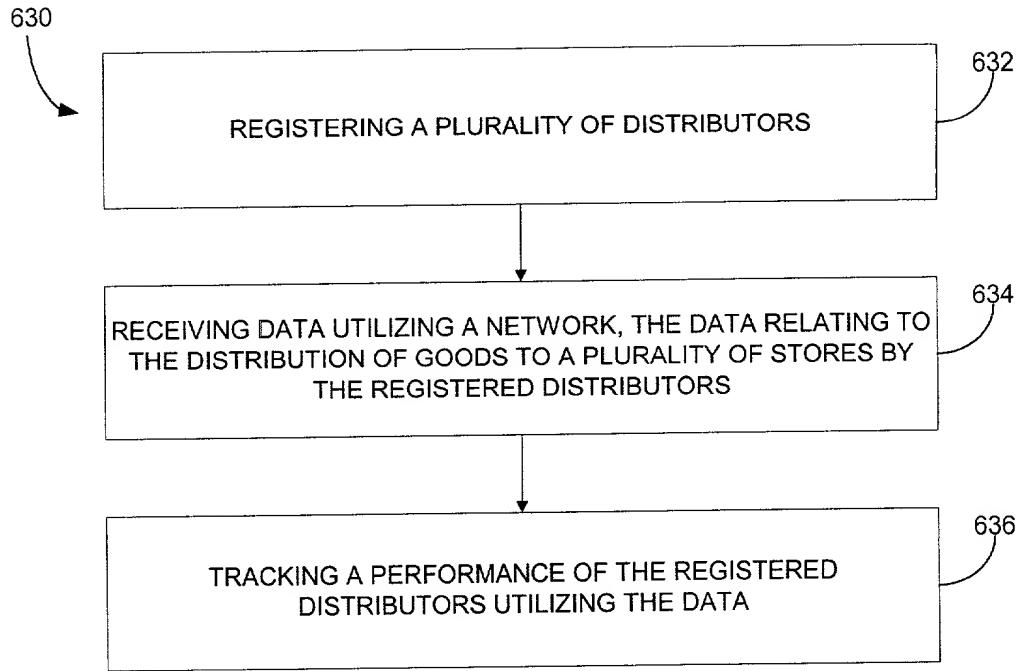


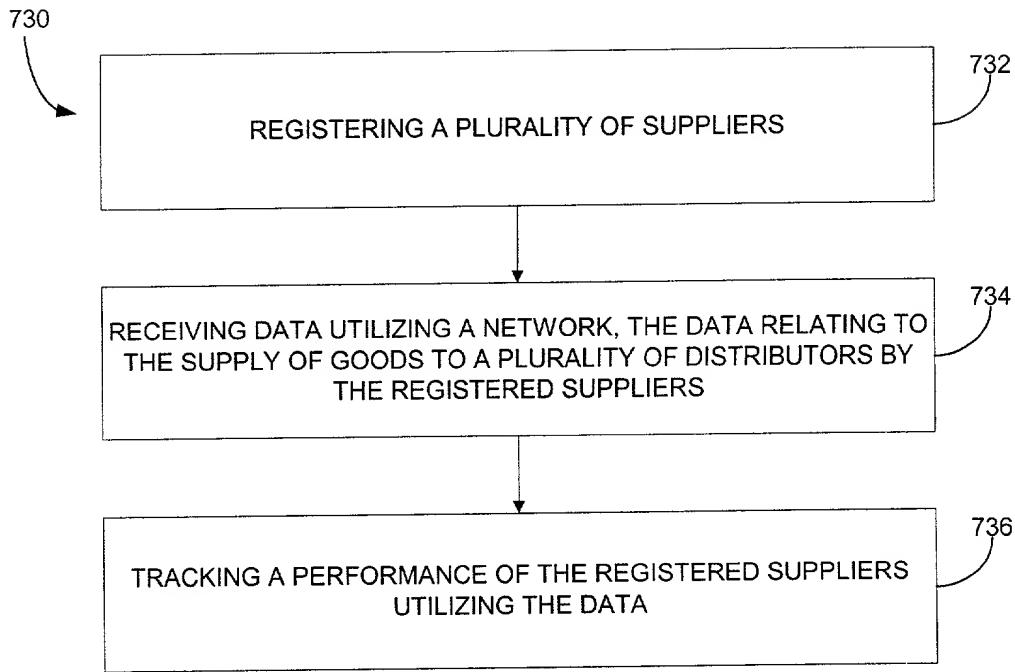
Fig. 4



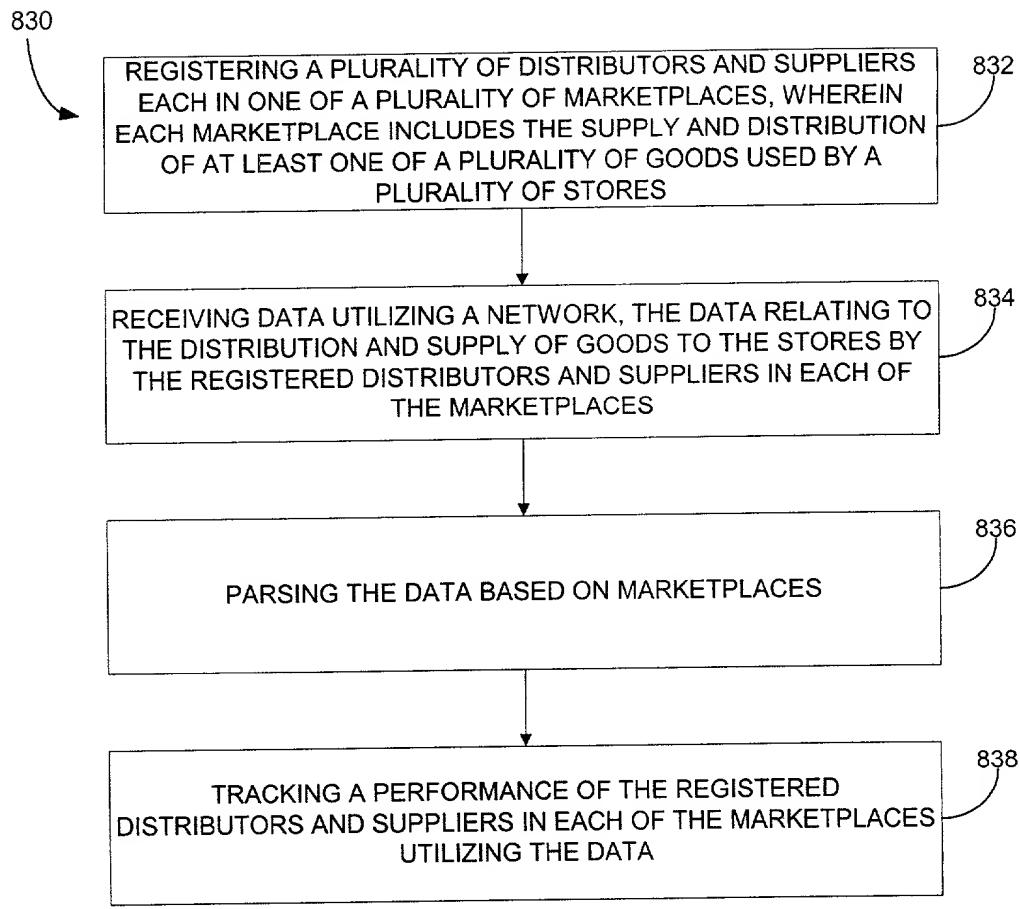
**FIG. 5**



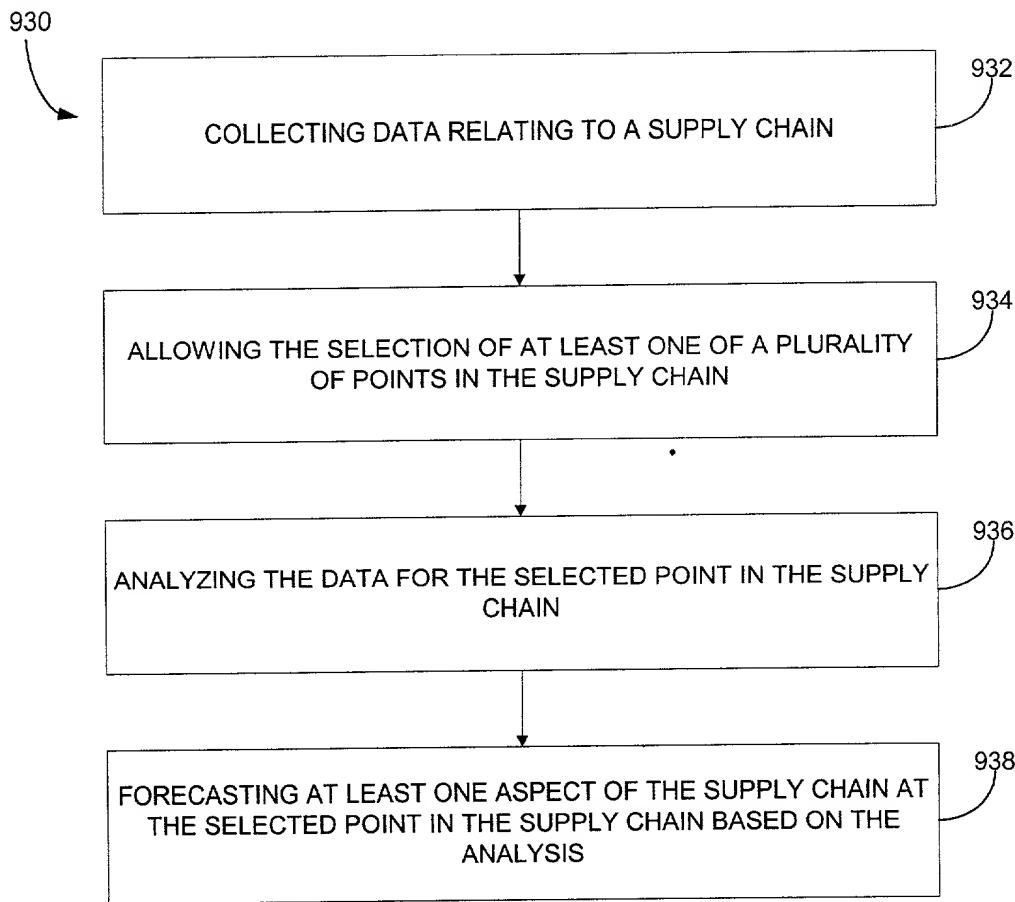
**FIG. 6**



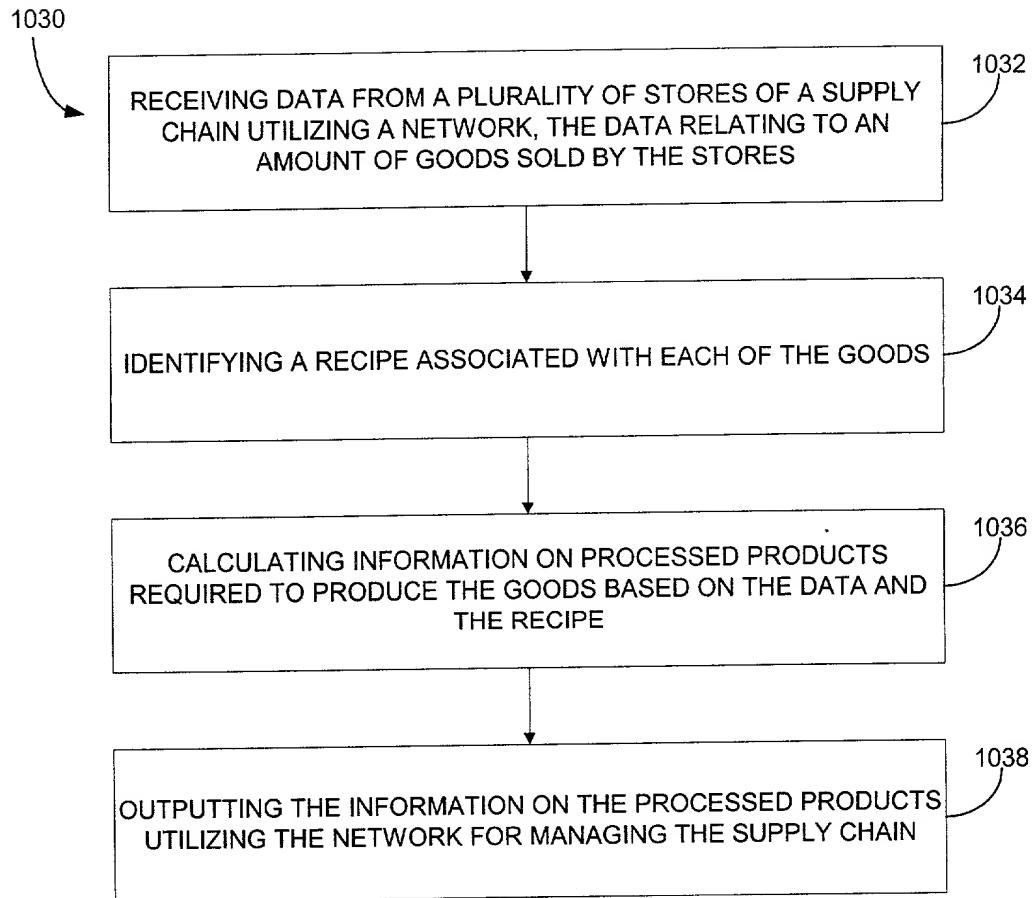
**FIG. 7**



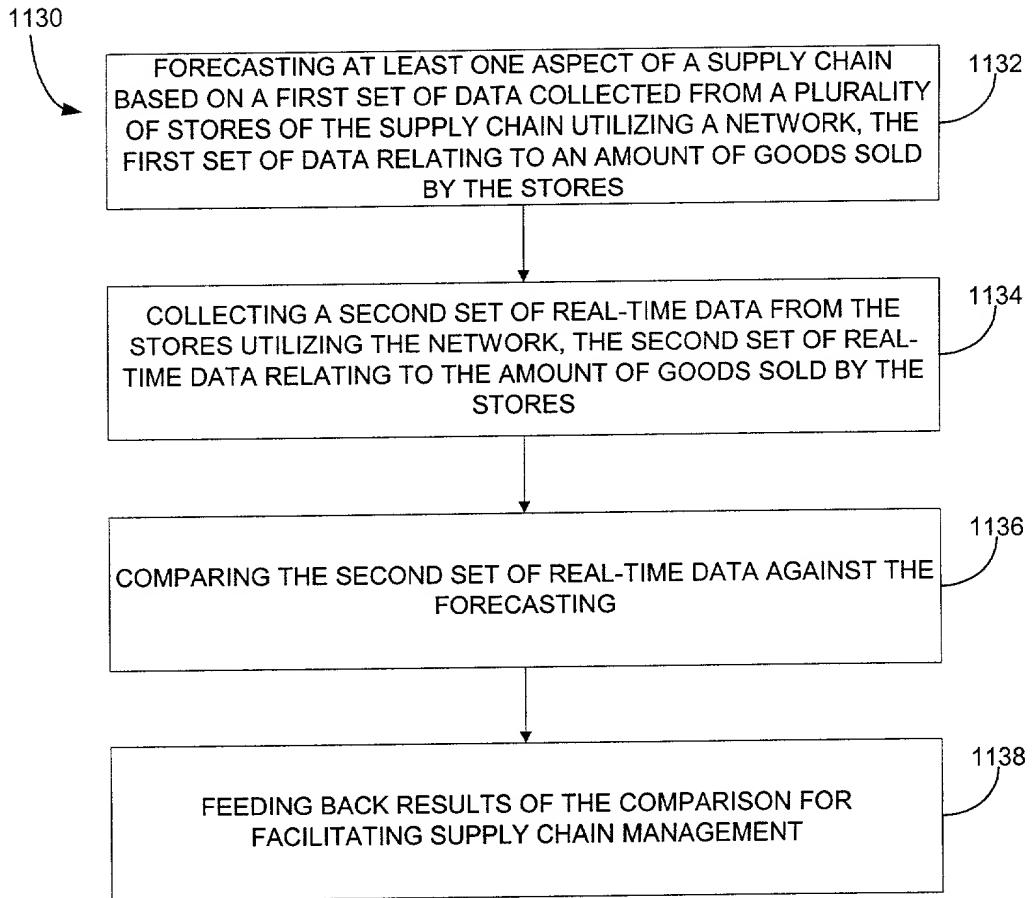
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

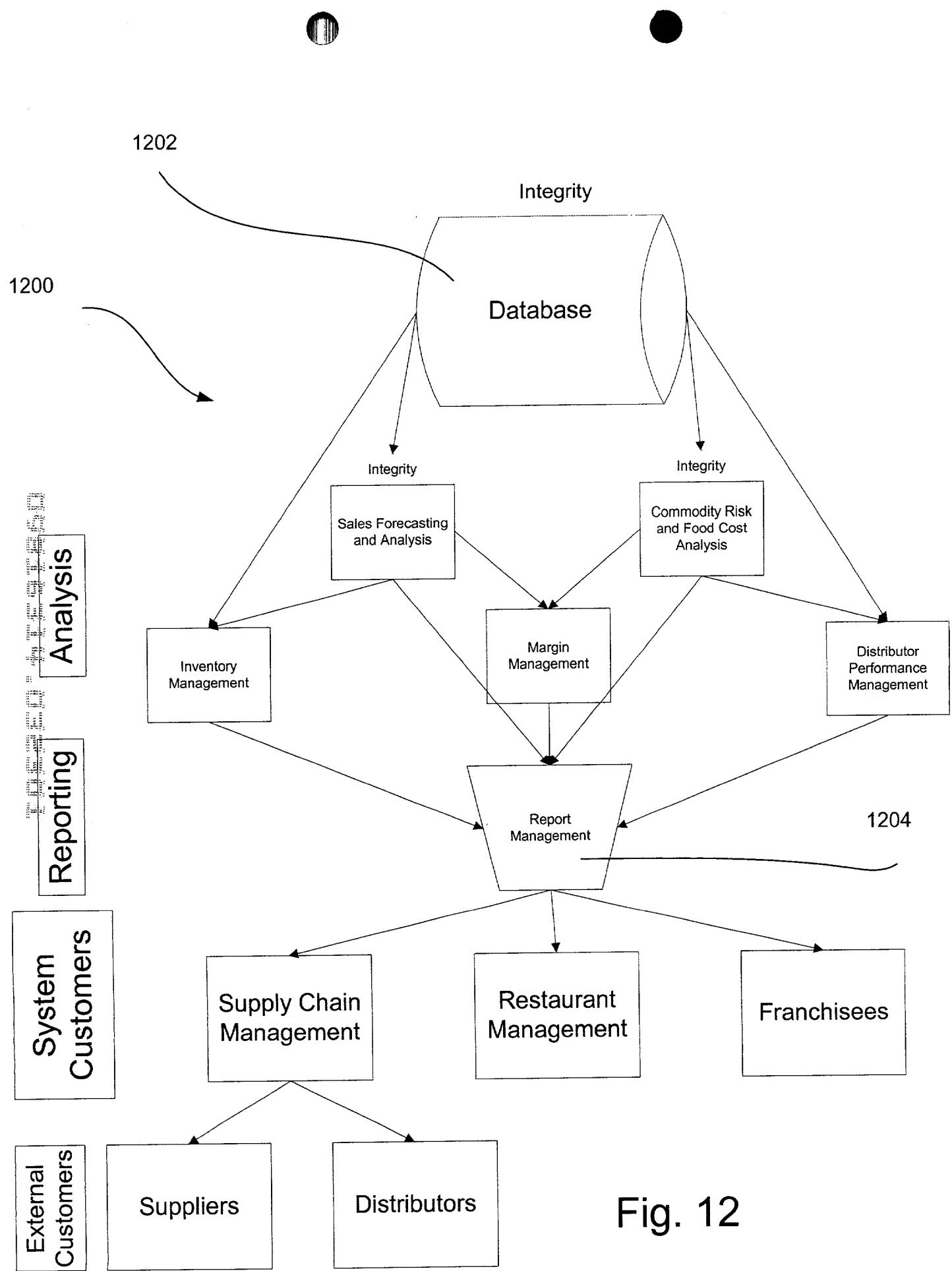
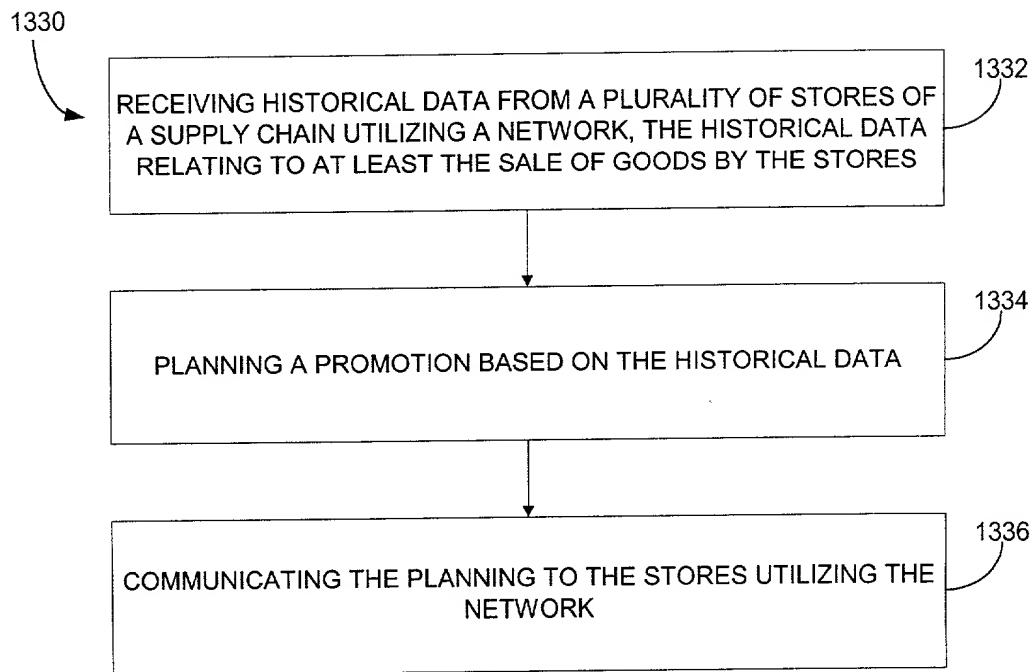
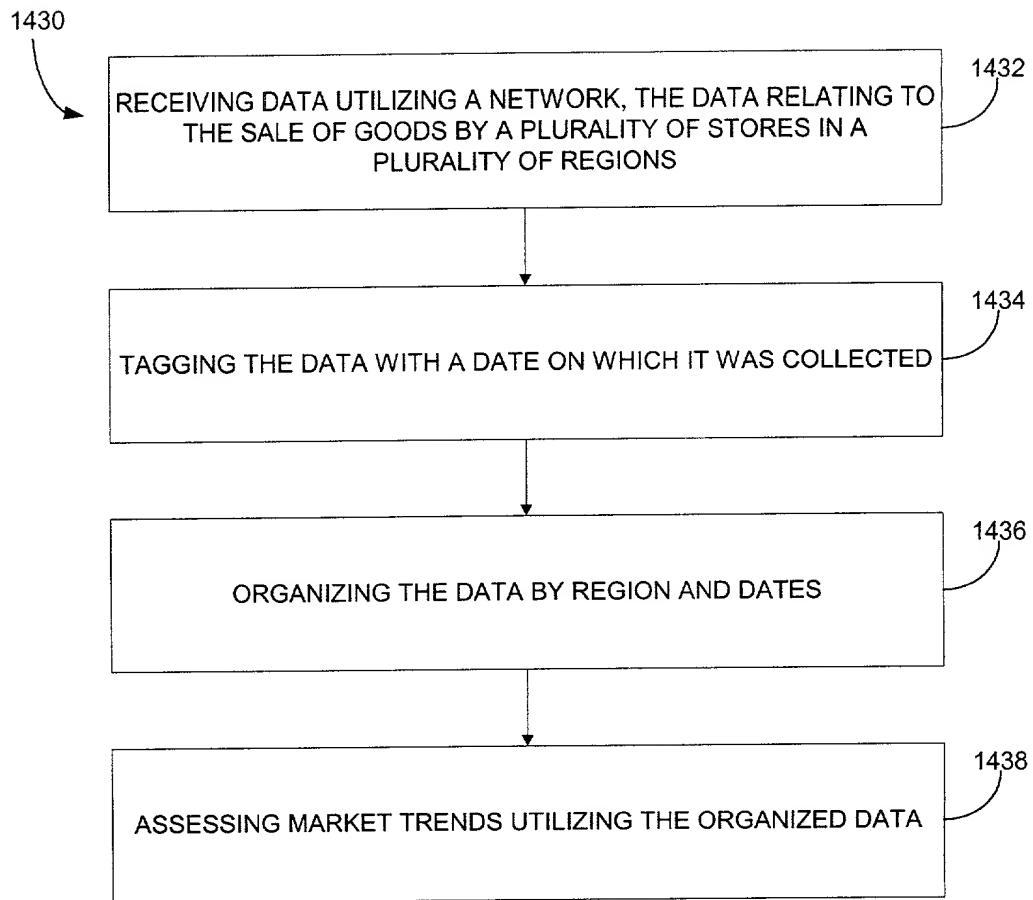


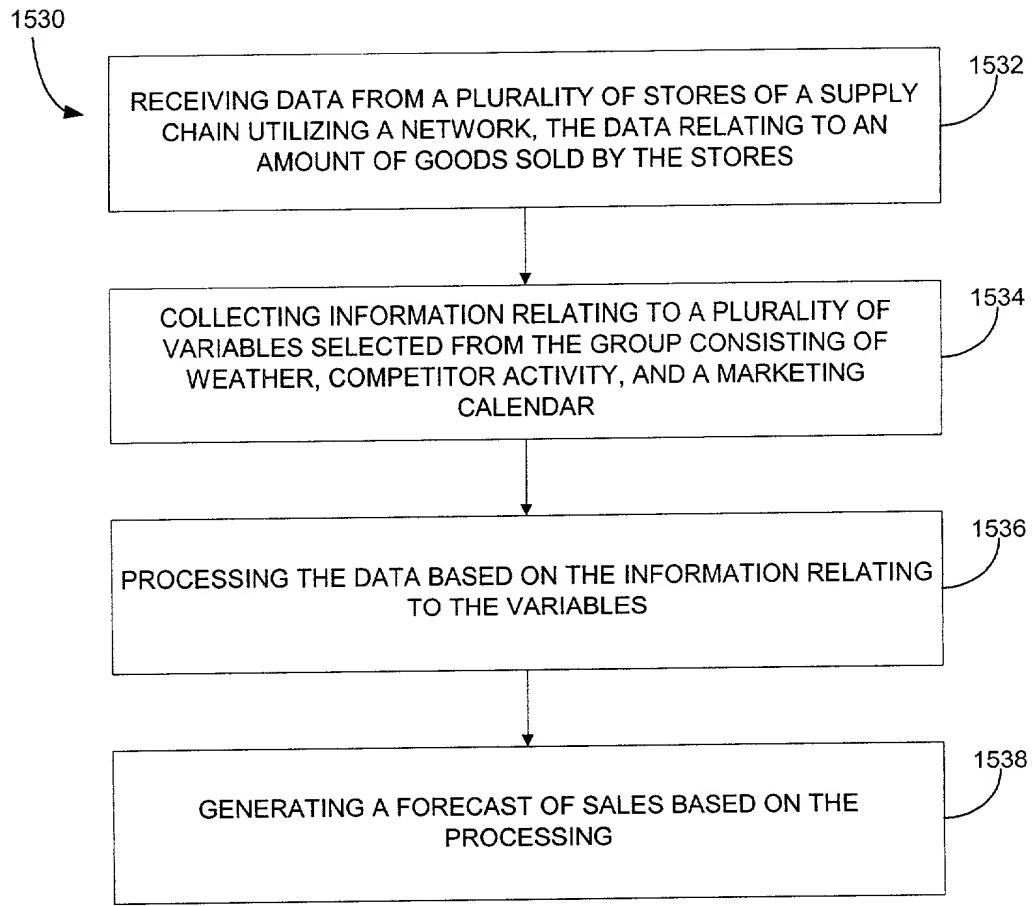
Fig. 12



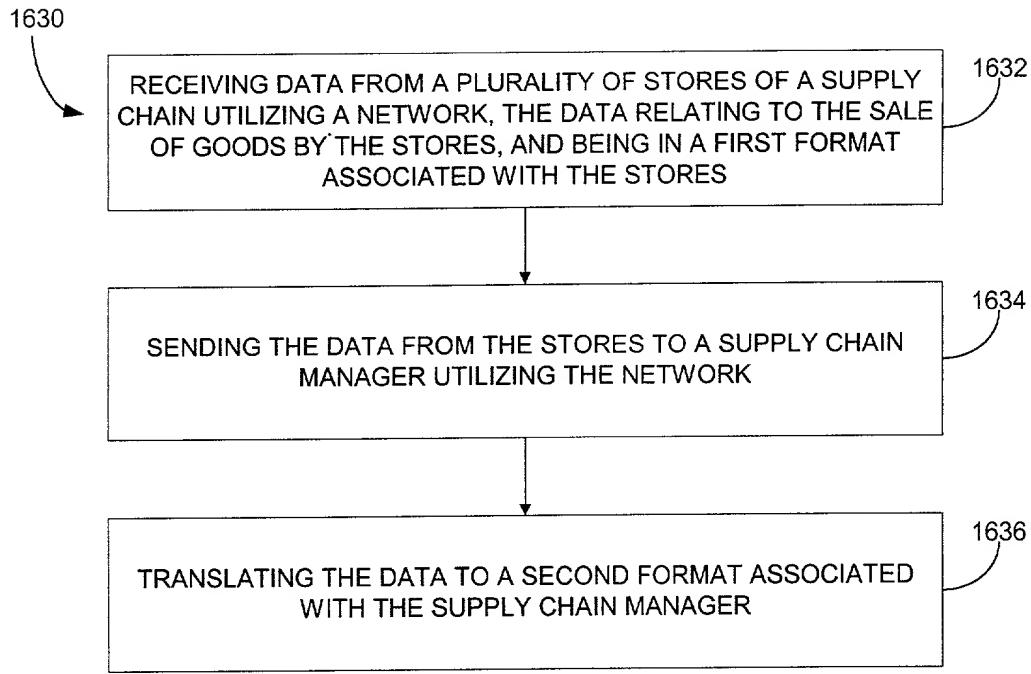
**FIG. 13**



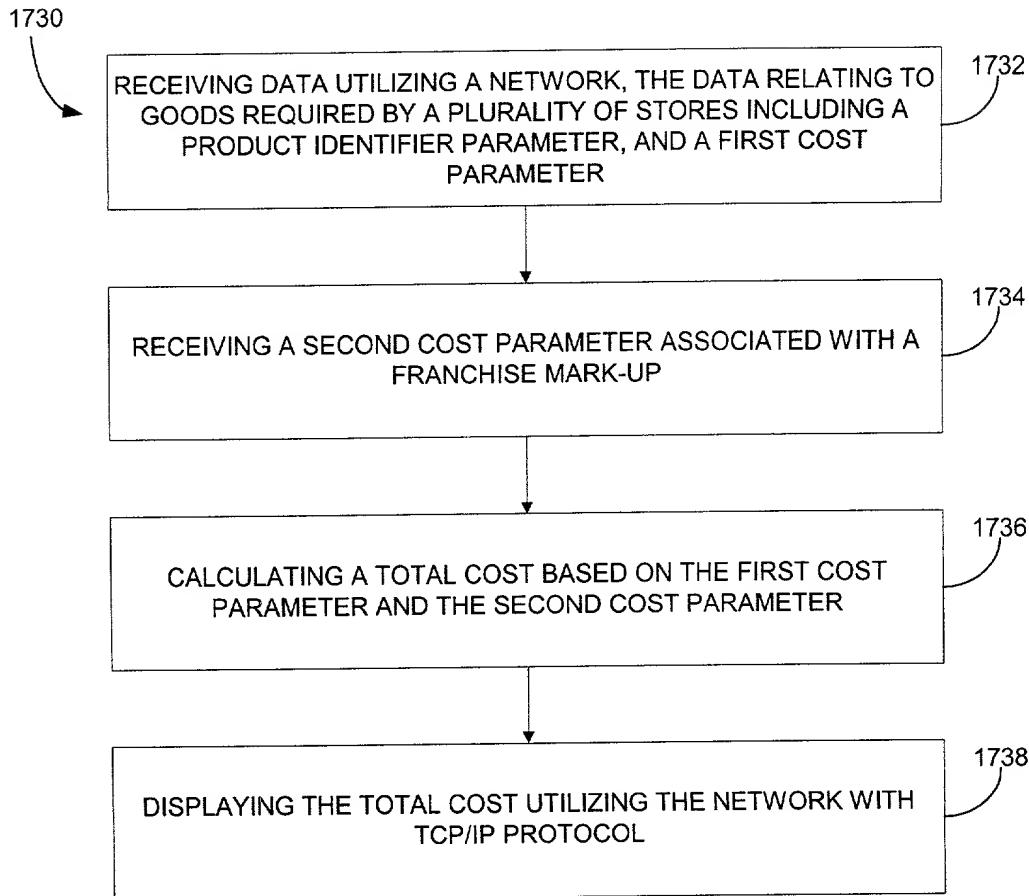
**FIG. 14**



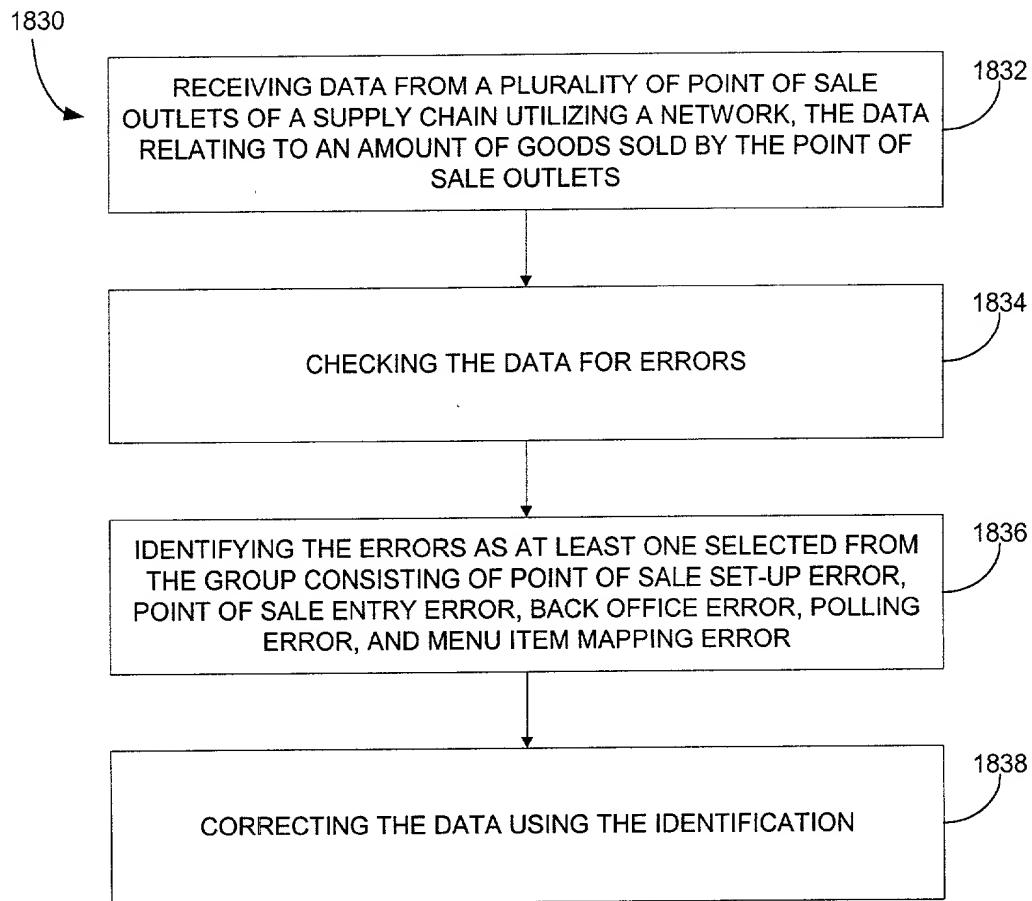
**FIG. 15**



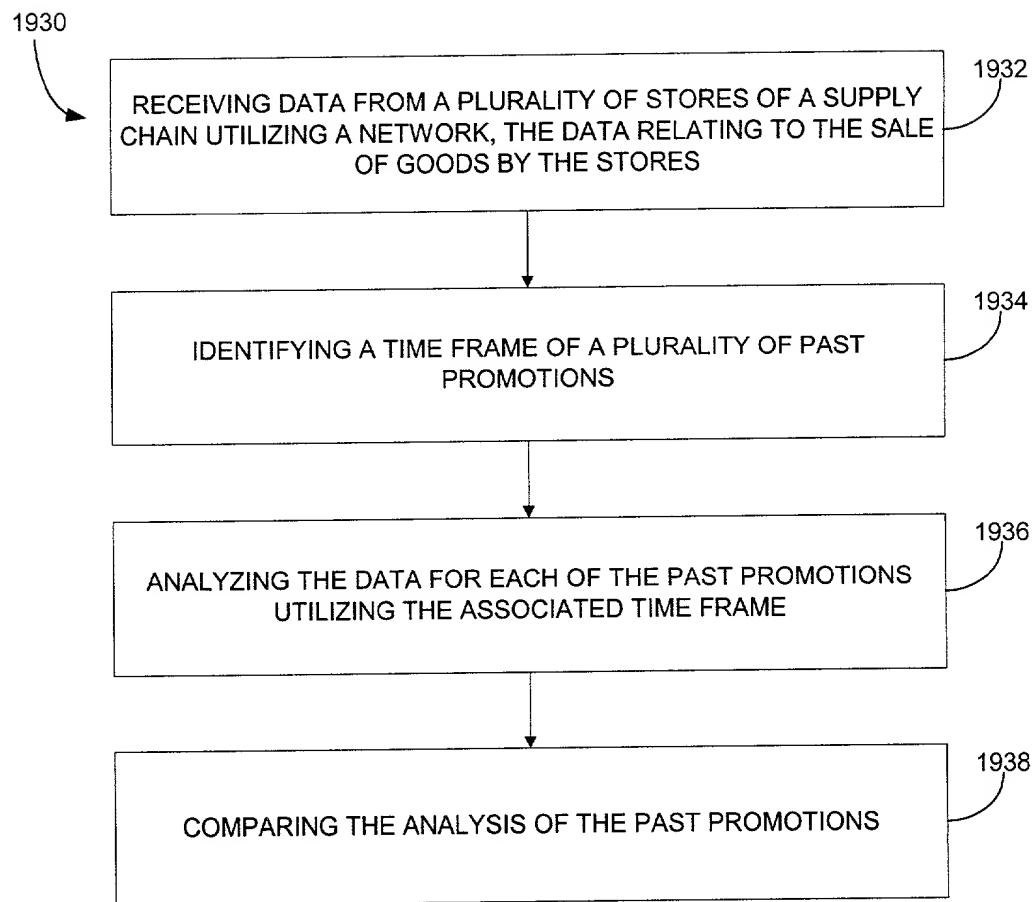
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

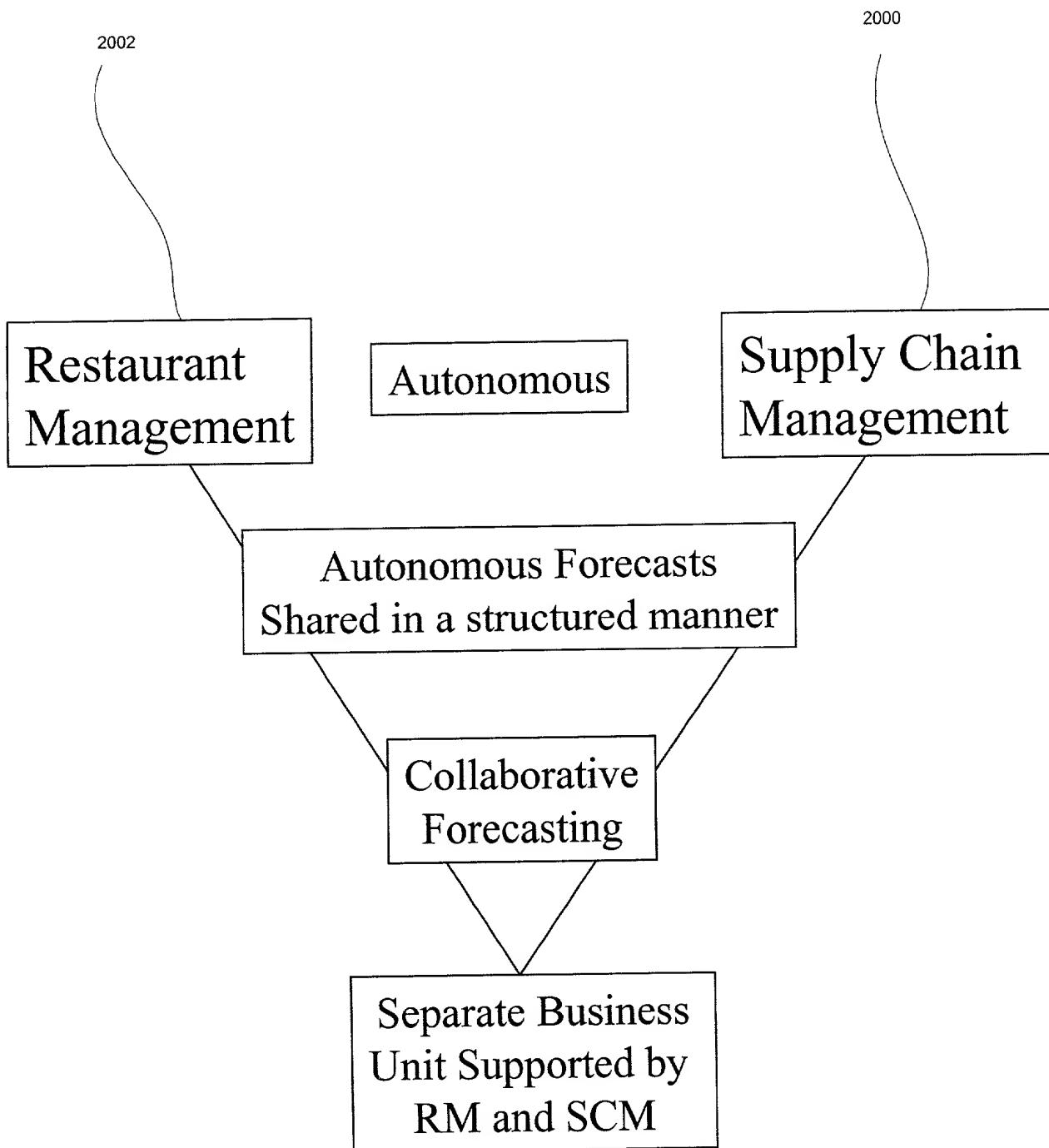
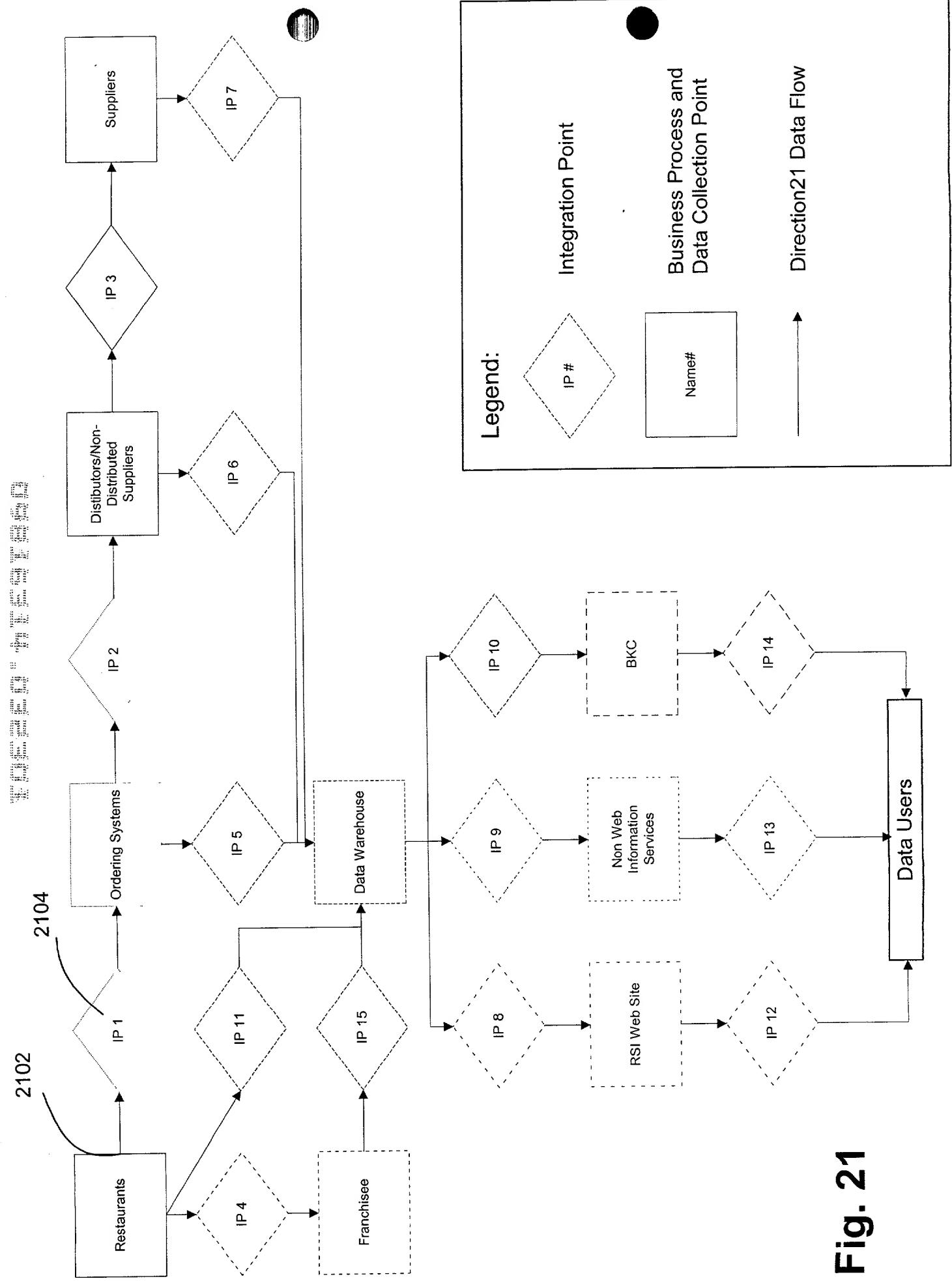


Fig. 20



**Fig. 21**

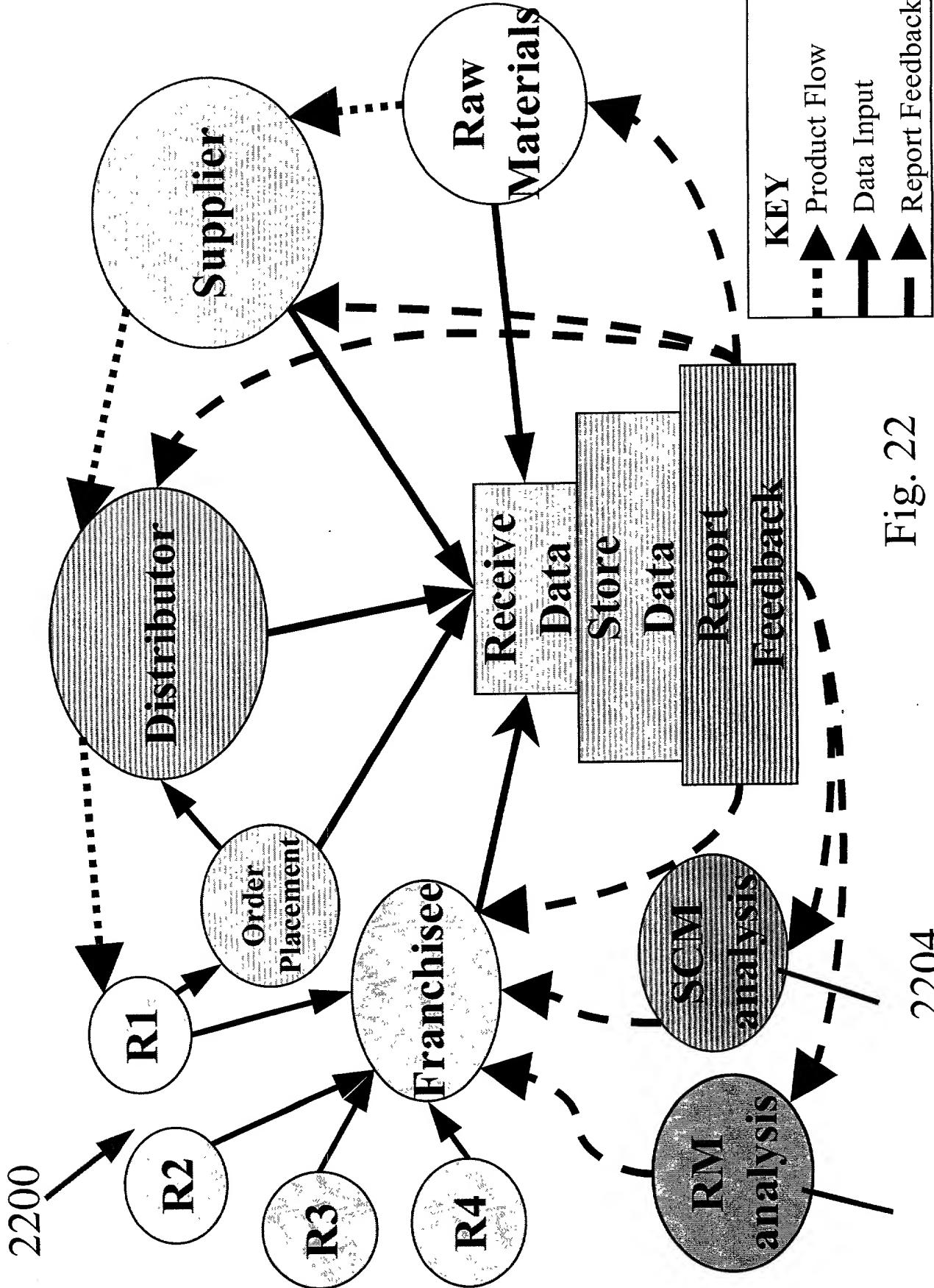
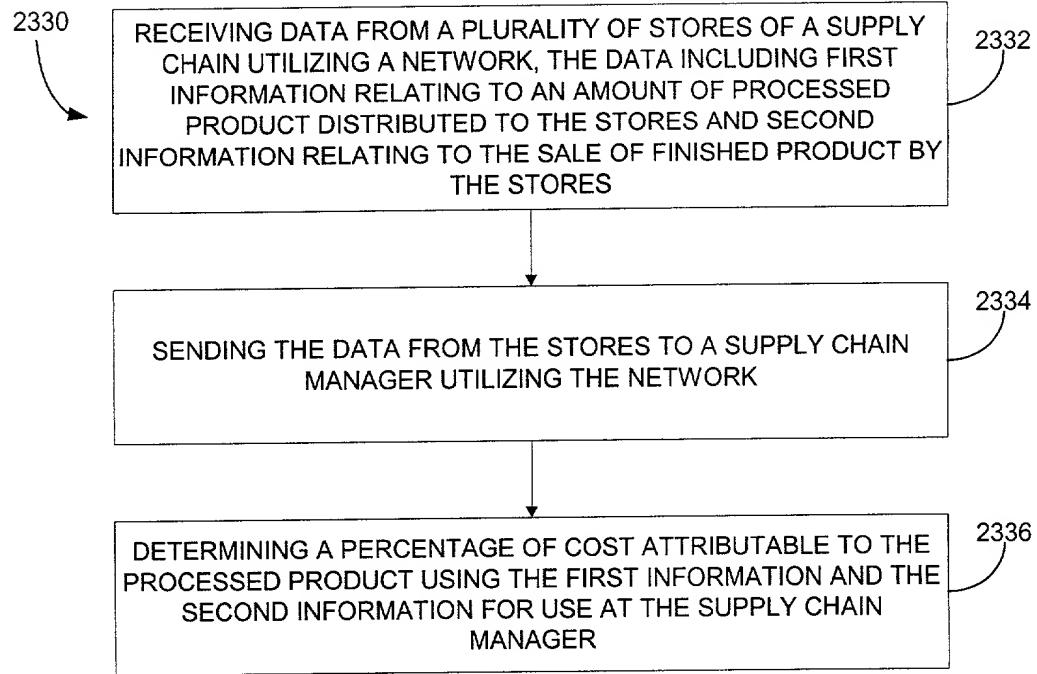


Fig. 22

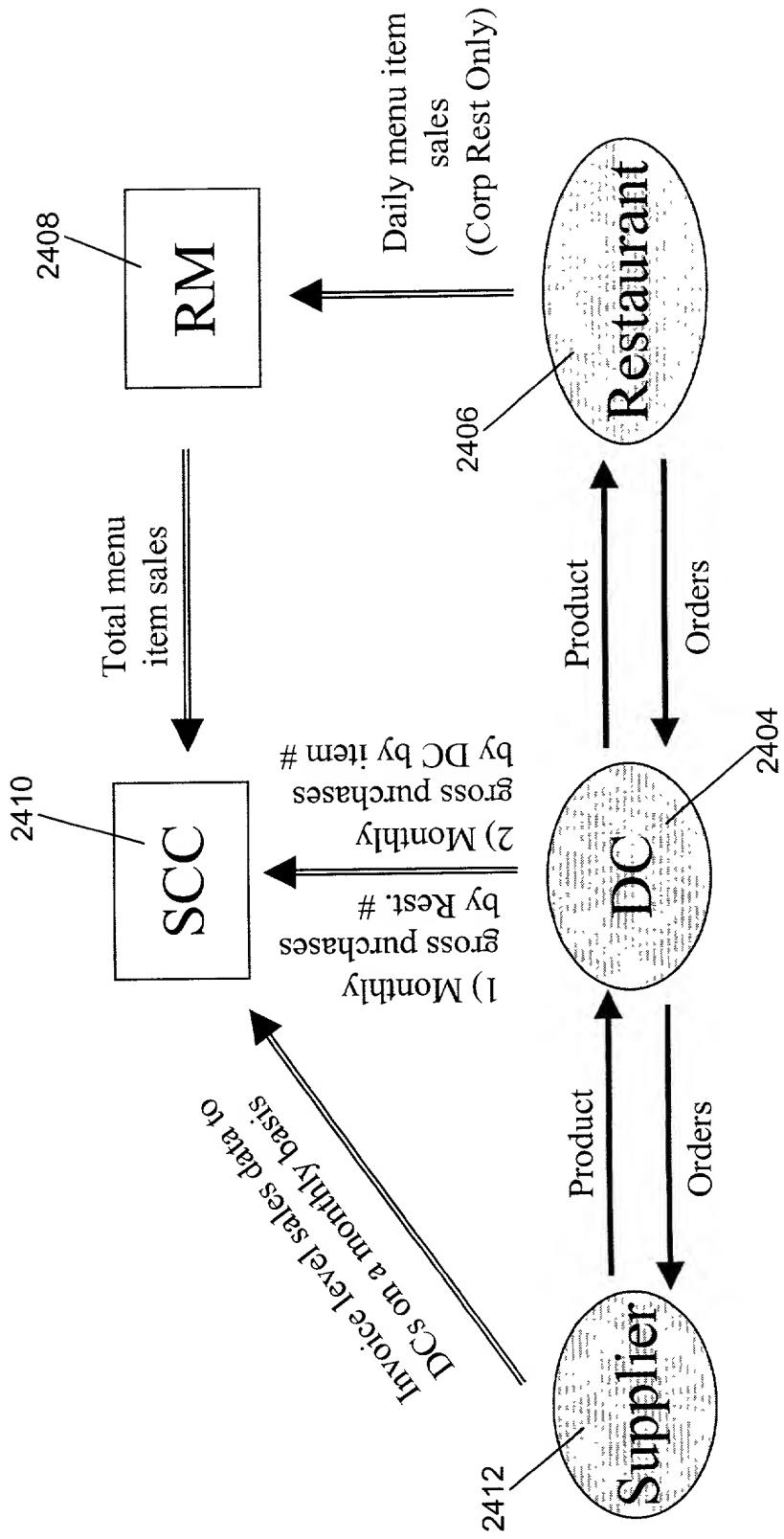
2204

2202



**FIG. 23**

**FIG. 24**



**FIG. 25**

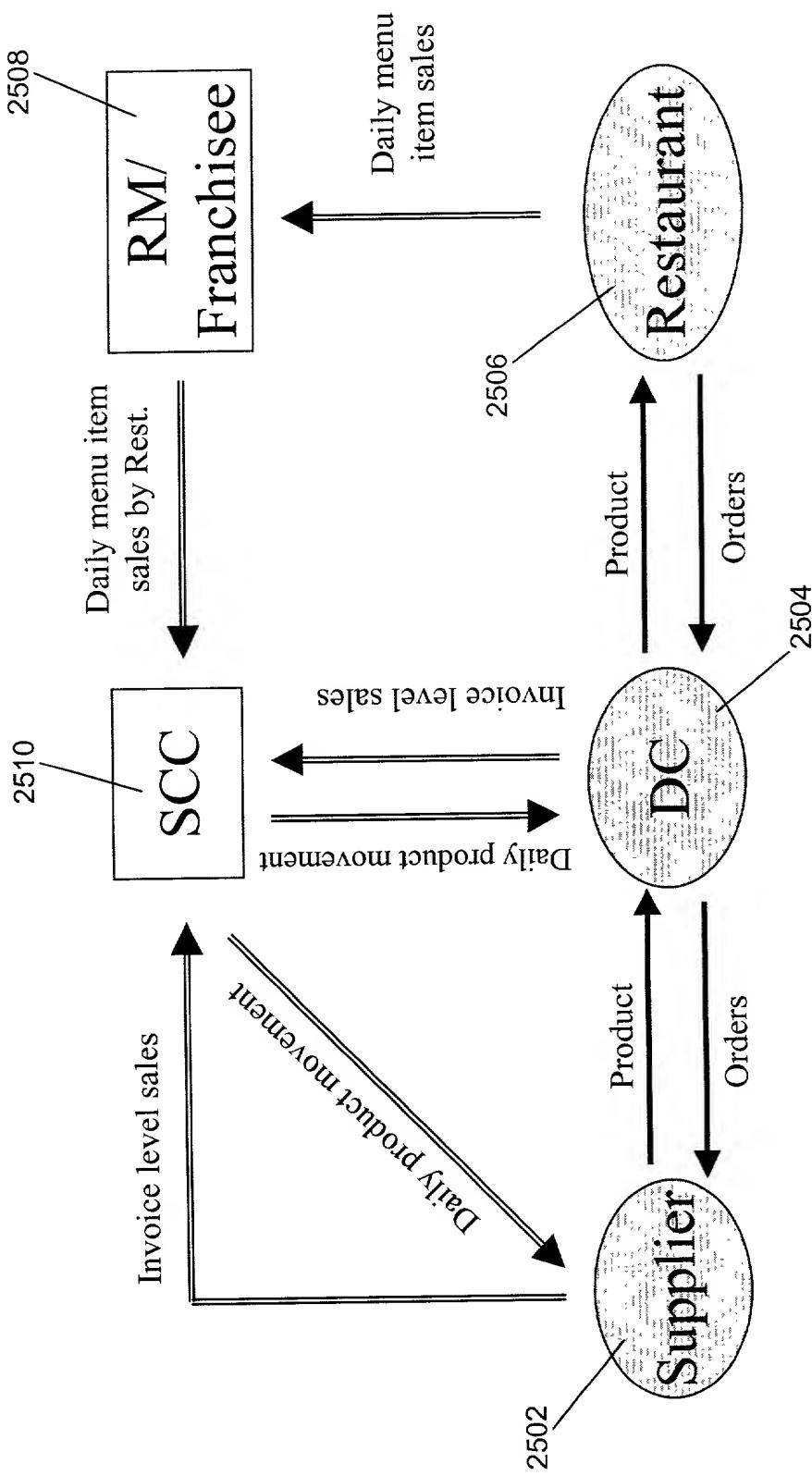


FIG. 26

2600

2602

2604

# Sales Forecast Worksheet - System

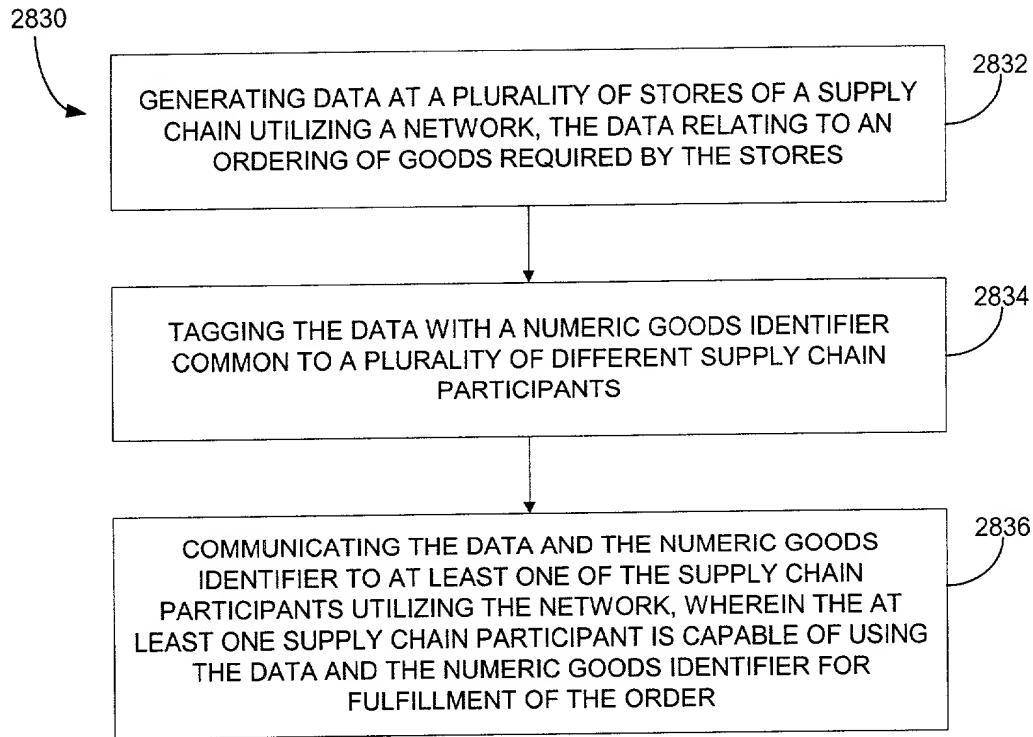
GRP's	Ntr'l Marketing Theme	Advertising Score	Local Considerations	Competition Index	Weather Index	Seasonality Index	Historv						Forecast																								
							Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5																		
<u>Sales History/Forecast Total (\$/store)</u>																																					
Key Products by Menu Item (units/day/store)																																					
														WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327							
														WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164							
														YWWM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813							
														etc.....																							
Key Products by Inventory Item (cases/day/store)														Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1							
														Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2							
														Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	2.9	3.1	3.0	2.2							
														Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6							
														Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.4	0.3	0.3						
														Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.0	2.1	2.0	1.5							
														Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7							
														Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1							
														Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1							
														Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1							

**FIG. 27**

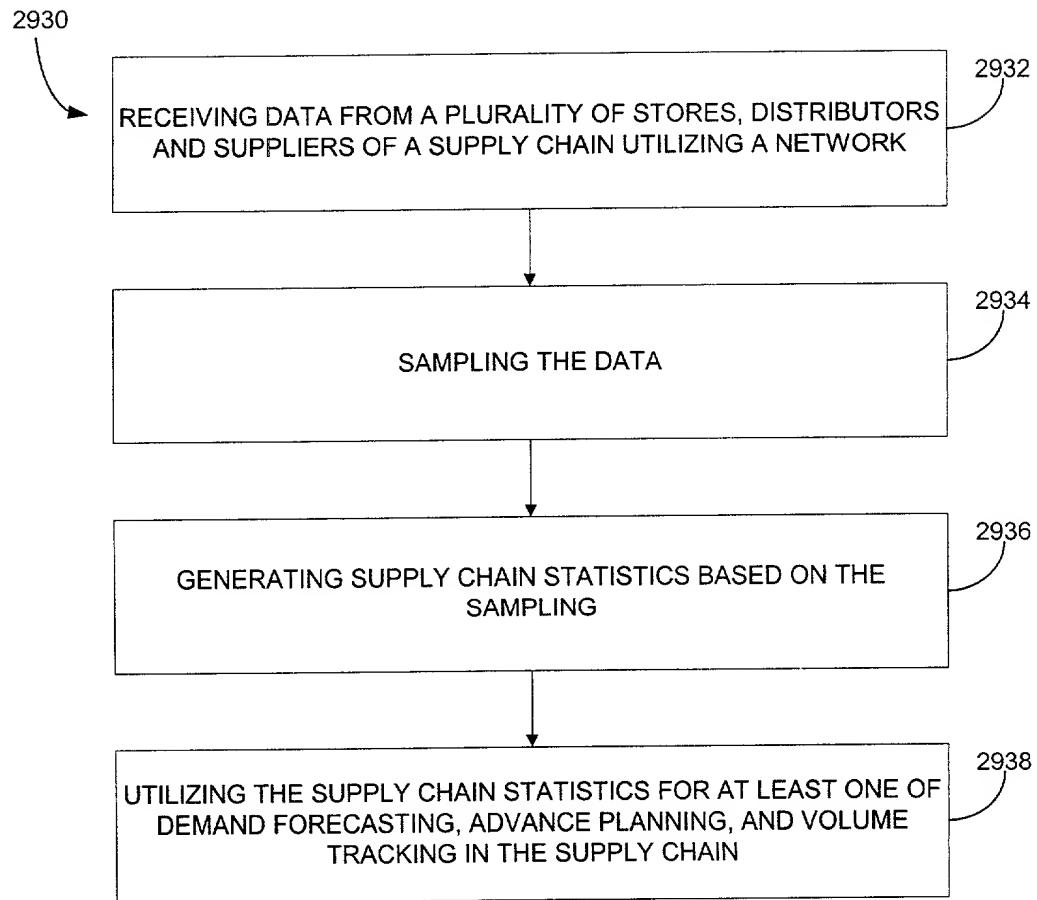
Promotional Monitor - System & Regional												
Category	Segment	History			Week #1							
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+7	Total
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
<i>Menu Item Sales for Key Products/units/restaurant/week)</i>												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26
	YMM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209
<i>Variance from Expected (Highlighted Areas are Outside of Expected Range)</i>												
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	YMM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%
											6.9%	

2700

2702



**FIG. 28**



**FIG. 29**

3000  
↓

Distribution Center:	Alliant Topeka
Time Period (Month/Yr):	Jun-00

#### Delivery Order Fill Rate

Total Cases Ordered:	65712
----------------------	-------

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate:	97.52%
---------------------------	--------

#### On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

#### Perfect Order Rate

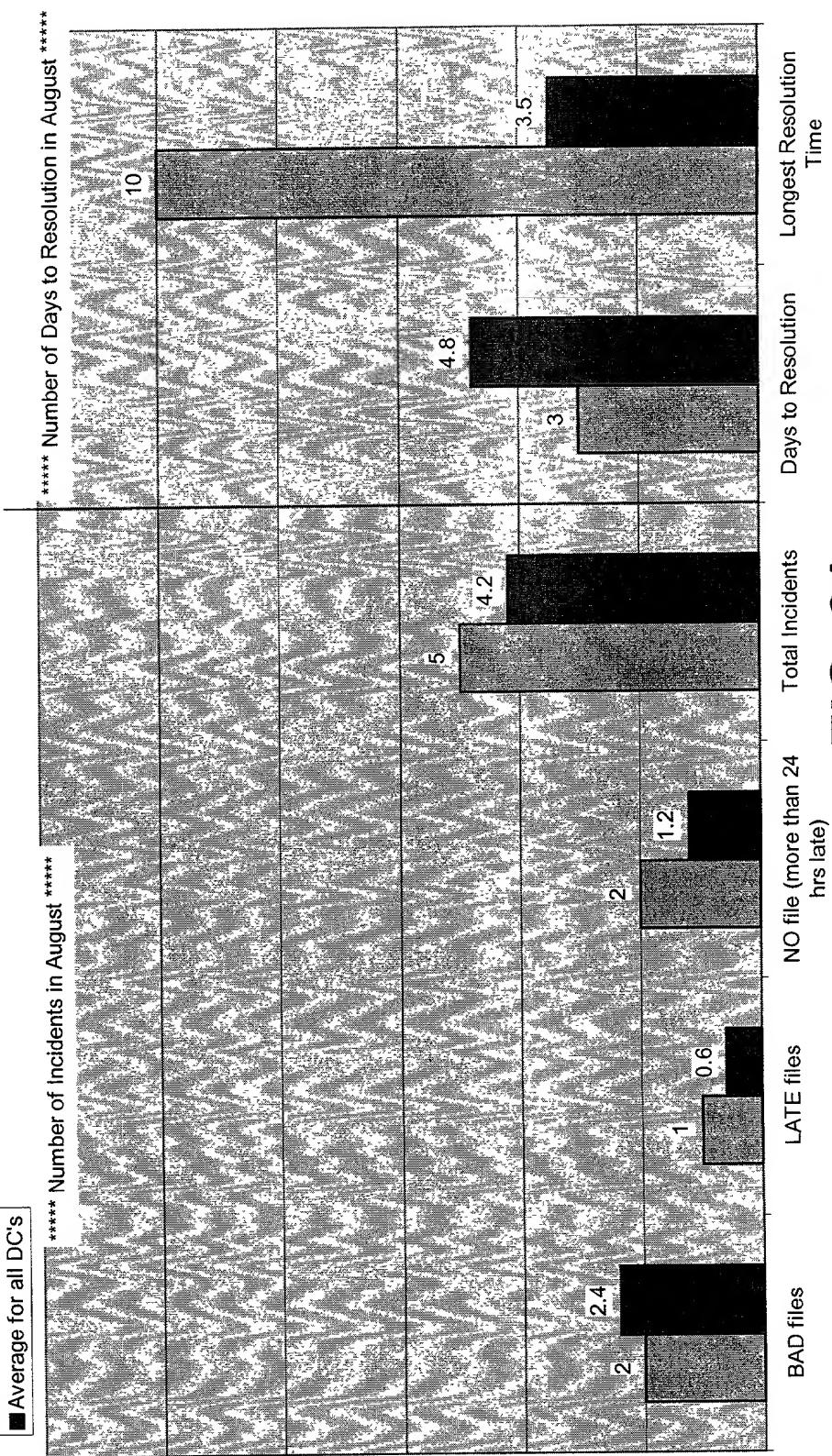
Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

**FIG. 30**

3100  
→

Alliant - Monthly DC Data Feed Performance  
August 2000  
Mock Report

Alliant  
■ Average for all DC's



**FIG. 31**



## Service Level Reporting

### August

3200

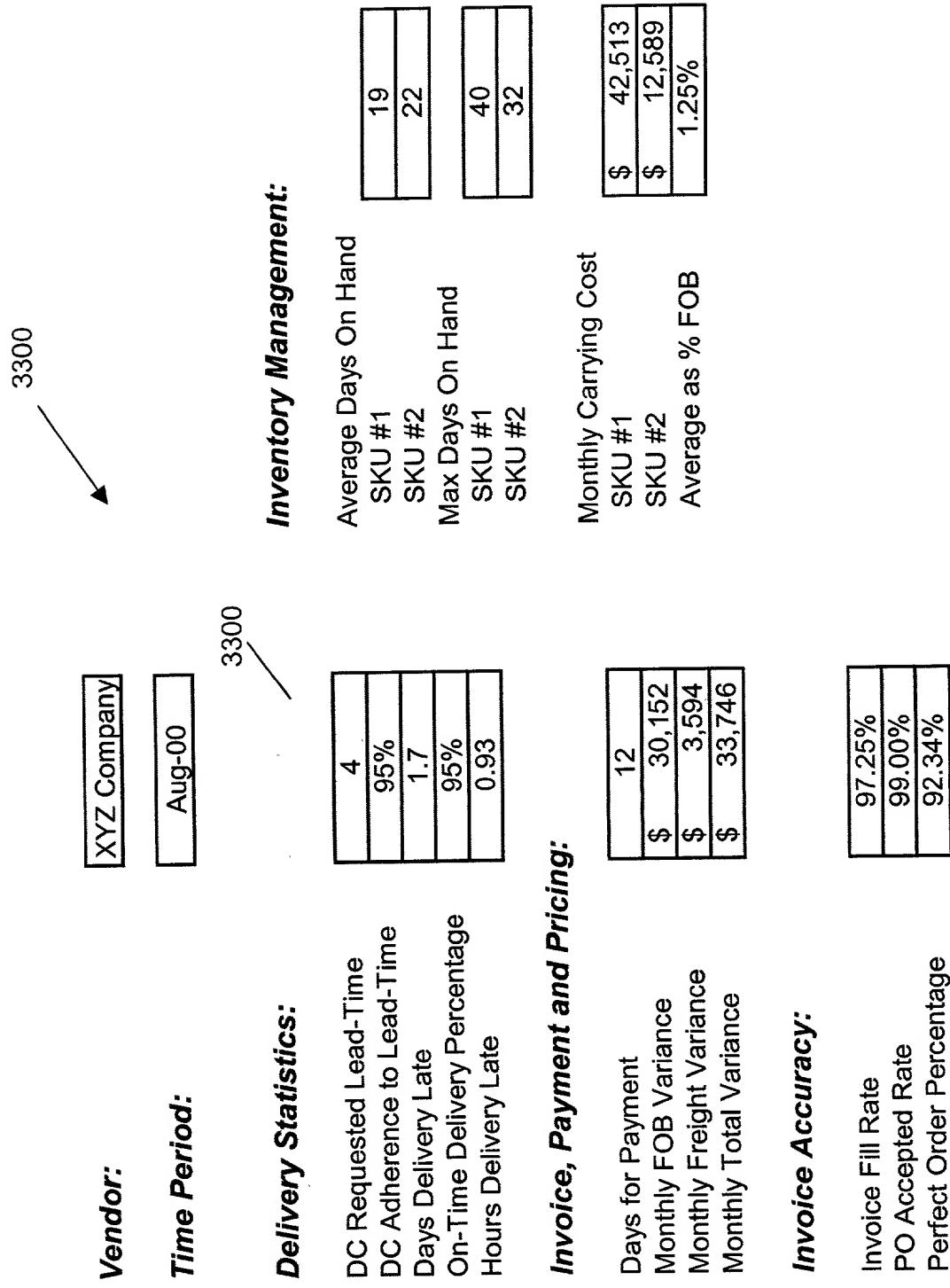
	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	90.06%	
Alliant-Topeka	99.05%	98.71%	
Alliant-Wixom	99.34%	92.91%	78.70%
King-Atlanta	99.85%	96.56%	80.90%
King-Jacksonville	99.78%	94.53%	86.98%
King-Louisville	99.41%		79.25%
Maines 29, Gorham	99.13%	94.5%	#DIV/0!
Maines 30, Cleveland	99.76%	92.88%	#DIV/0!
Maines Long Island	99.13%	98.00%	#DIV/0!
Maines New England	99.13%	94.5%	#DIV/0!
MBM Fullerton	99.16%	90.19%	80.12%
MBM Louisville	99.76%	98.00%	#DIV/0!
MBM Orlando	99.13%	94.46%	#DIV/0!
MBM Rocky Mount	99.38%	94.72%	96.84%
McCabe's	#DIV/0!	#DIV/0!	#DIV/0!
McLane Lubbock	99.40%	98.04%	85.37%
Nicholas & Co.	99.16%	90.19%	
PFD Supply	99.42%	#DIV/0!	
PFG Victoria	99.20%	97.74%	
PYA/Monarch	99.05%	95.35%	
Reinhart-Cedar Rapids	99.31%	93.88%	
Reinhart-Oak Creek	99.50%	95.49%	
Reinhart-Rogers	99.03%	99.07%	80.47%
Restaurants NW	99.52%	94.88%	85.3%
Shamrock Commerce City	98.81%	93.88%	
Shamrock Phoenix	99.15%	94.44%	82.48%
Sigma Harrisburg	99.63%	100.00%	82.72%
Sigma Stockton	99.63%	100.00%	
Sysco	99.63%	100.00%	

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK	Didn't meet RSI Min	Didn't meet BK Min

FIG. 32

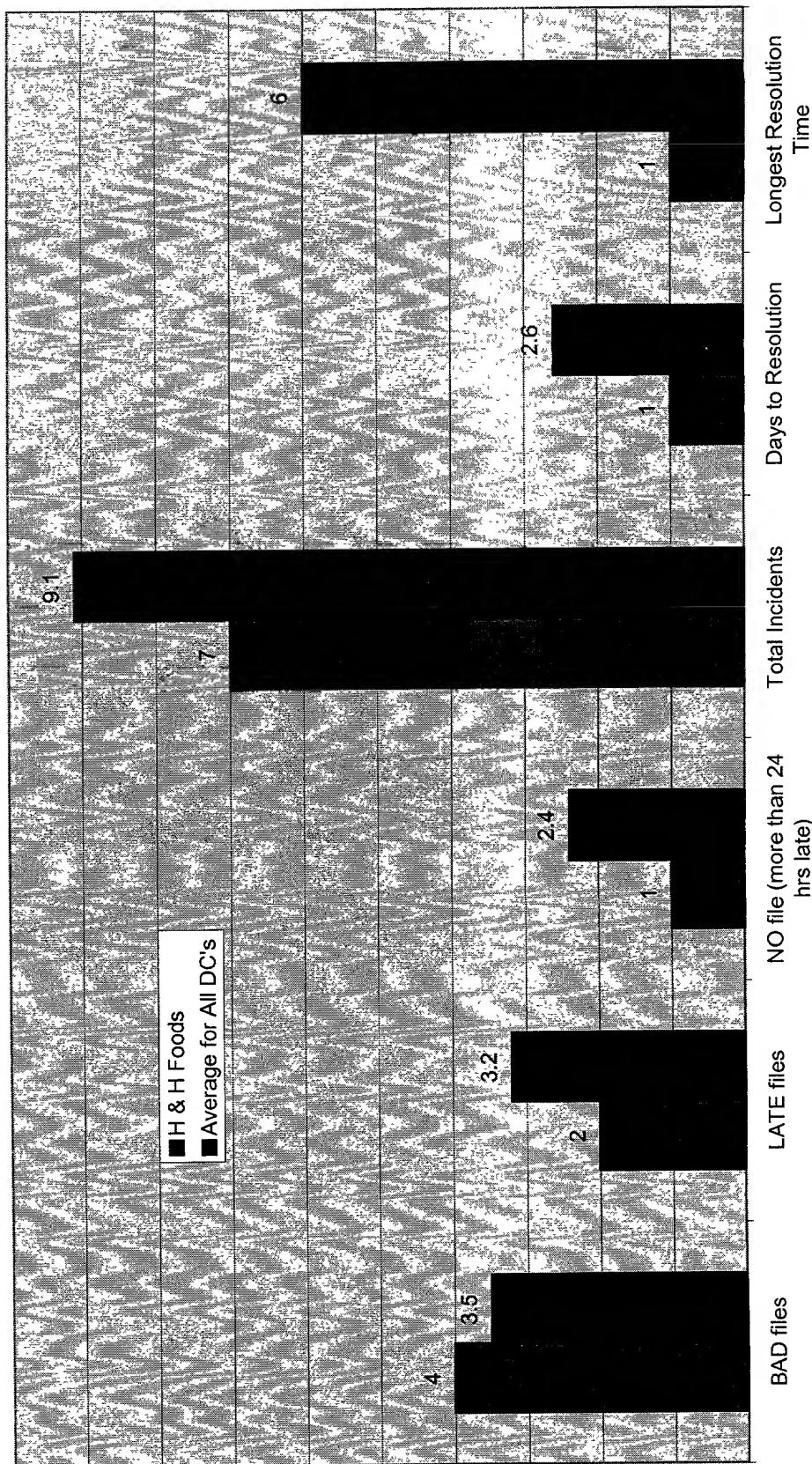
# FIG. 33



# FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →



**FIG. 35**



3500

## Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,90		2.33%
COMARK INSTRUMENTS INC.	\$1,80		
WHITEFORD FOODS INC	\$1,50	97.3%	2.41%
LEPAGE BAKERY / COUNTRY KITCHEN	\$3,700	92.1%	2.16%
NCR SYSTEMEDIA	\$0.2		1.94%
SIGNATURE MEAT'S GROUP	\$0	95.1%	1.150%
SCHWEBEL'S BAKING CO.	\$0		
MAUI CUP	\$0		1.25%
MIRA PLASTICS	\$0		
DIXIE PRODUCE & PACKAGING			
NOR-LAKE INC.			1.48%
FORT JAMES OPERATING COMPANY	\$0		
FRESH ADVANTAGE KC	\$0	98.6%	1.90%
SILVER KING INN - CORP			
TYSON FOODS		93.2%	
READY ACCESS			2.44%
GEORGIA PACIFIC TISSUE		94.8%	2.51%
COUGHERTY PACKING			
BEVERAGE AIR			2.08%
COMPONENT HARDWARE GROUP INC.			
COCA-COLA USA	\$0	93.5%	1.55%
TOASTMASTER	\$1,909	96.3%	2.28%
GRANT COUNTY FOODS			
FRESH EXPRESS	\$0		1.04%
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, INC	\$3,428	93.3%	2.98%
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

## Mock Report/1

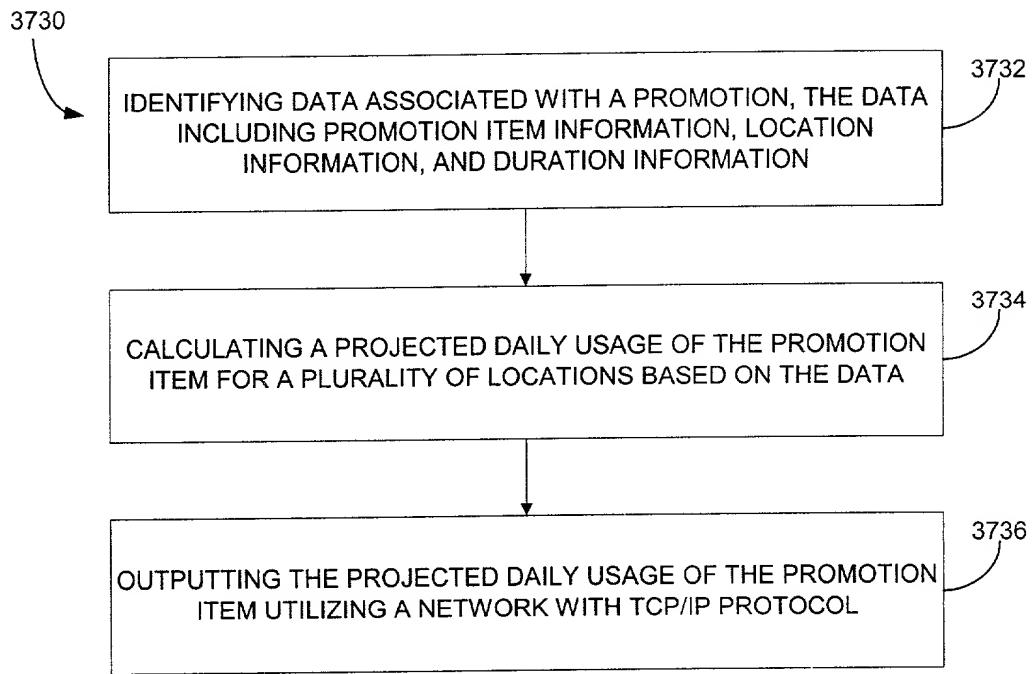
3600  
→

	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<b>Food Cost Index</b>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									
<b>Total Dollar Purchases (in Millions) /2</b>									
Plan	\$2,237.24	\$183.98	\$182.84	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual									
Variance		\$1.14	0.6%	\$0.65	0.4%				
Good/(Bad)									

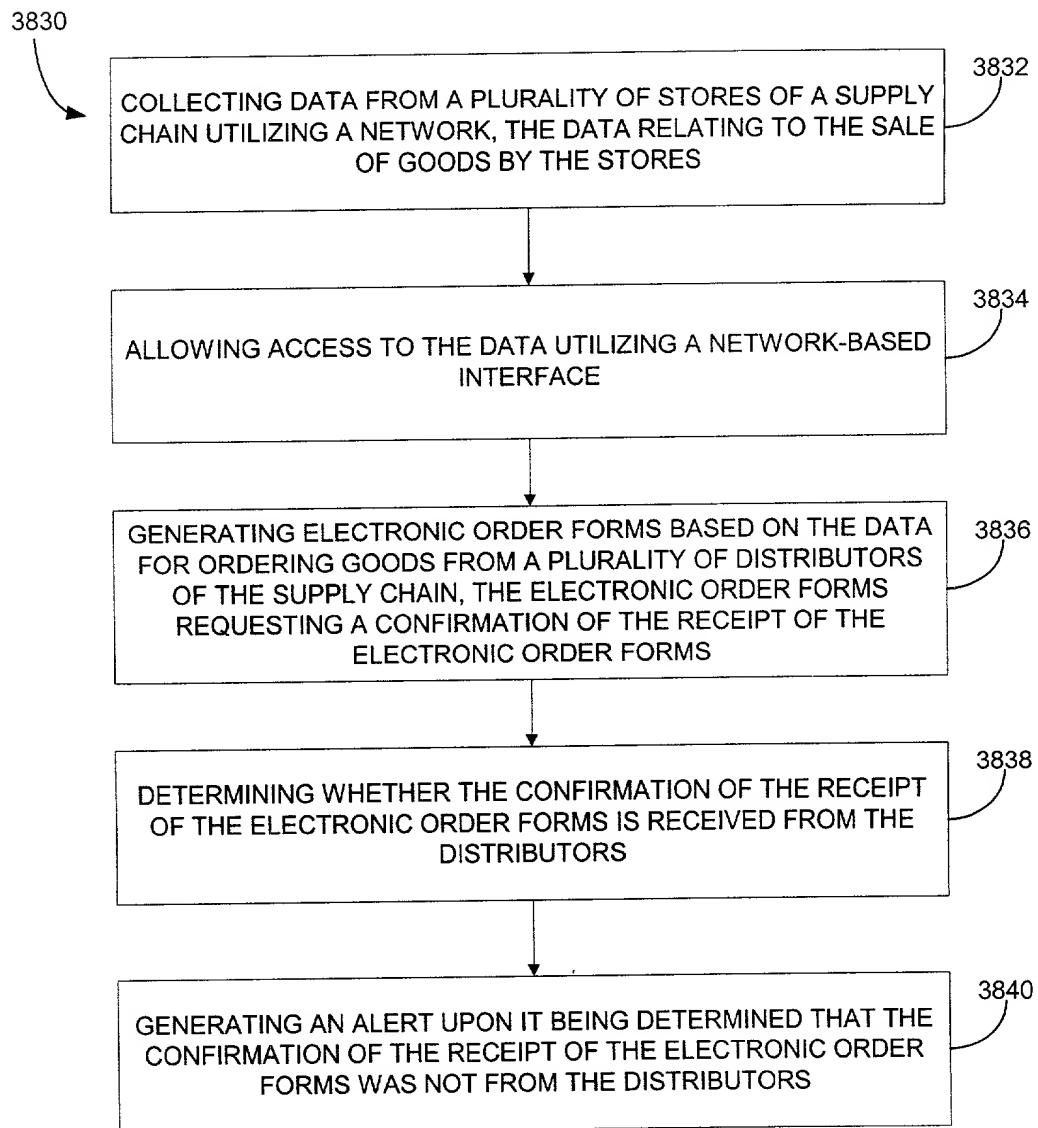
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

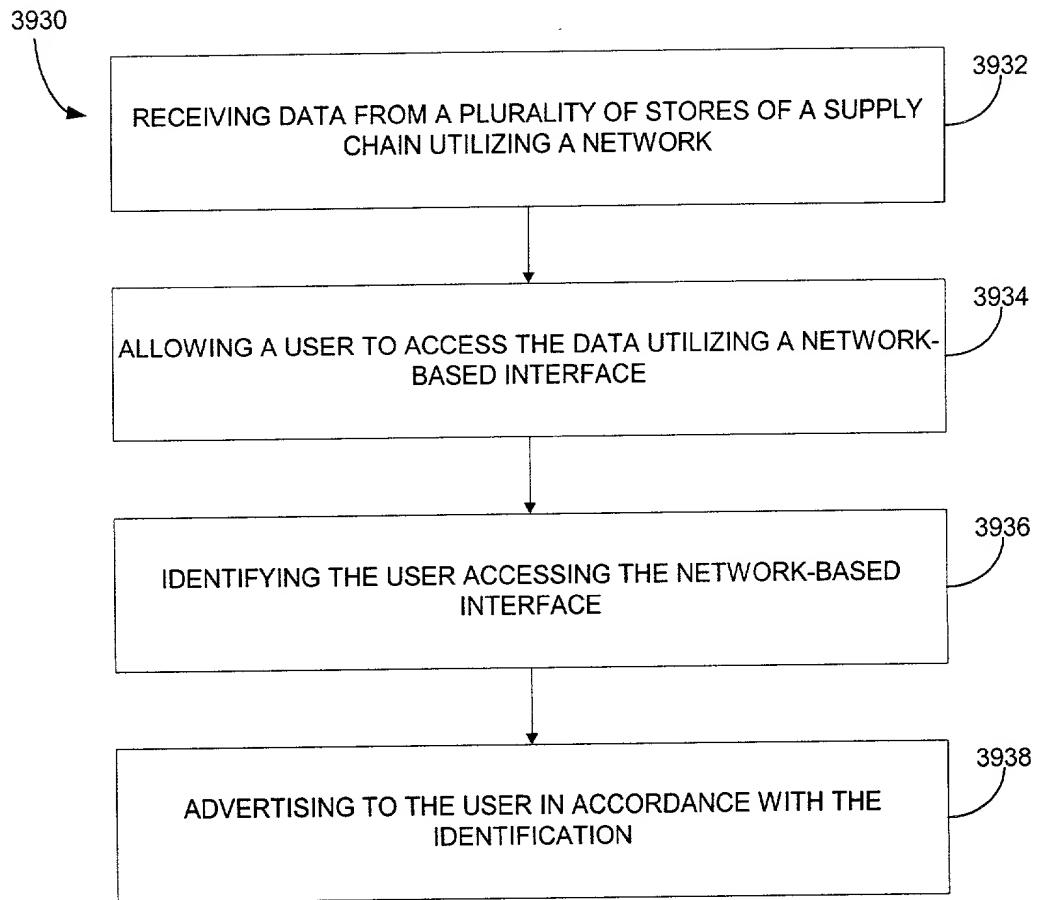
## FIG. 36



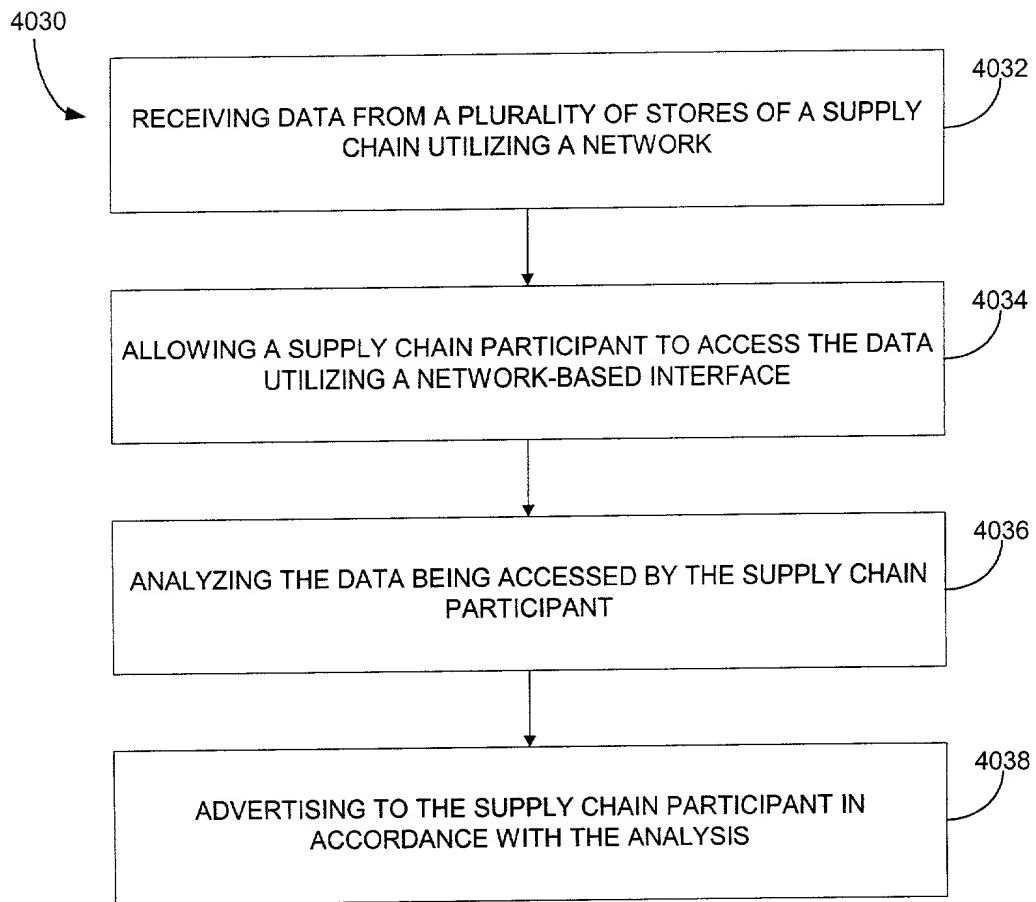
**FIG. 37**



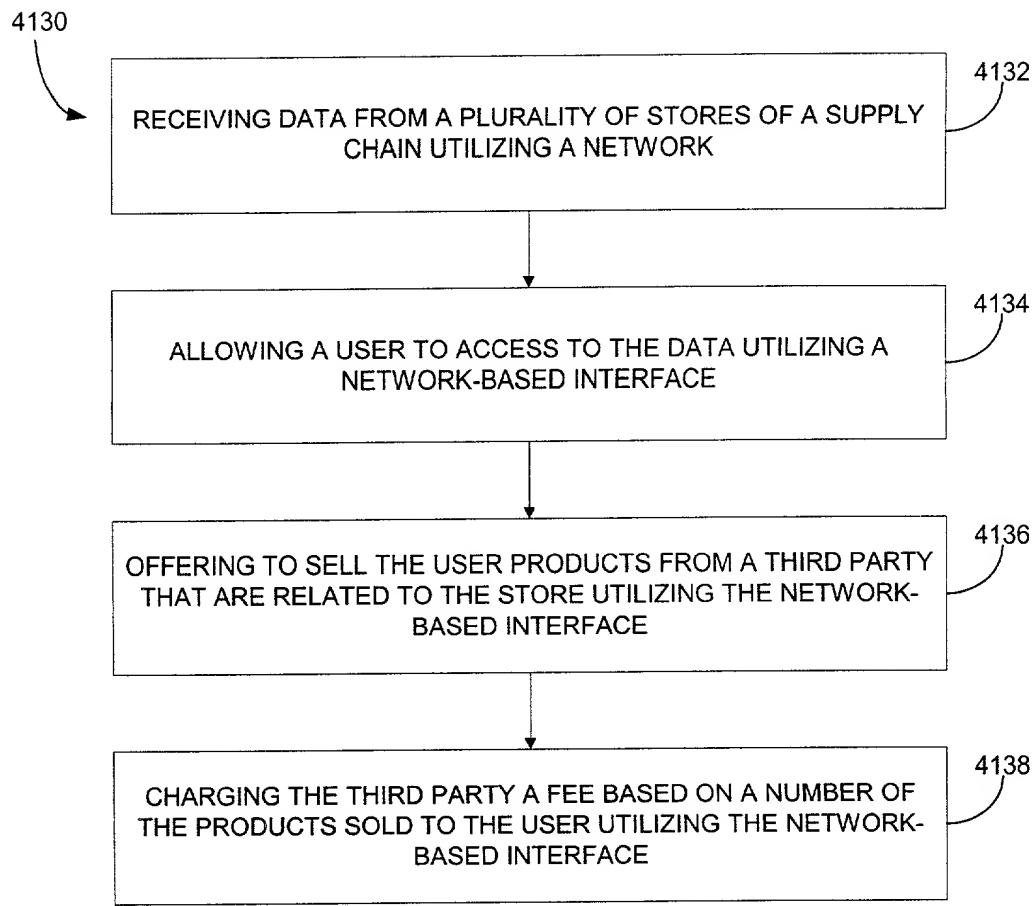
**FIG. 38**



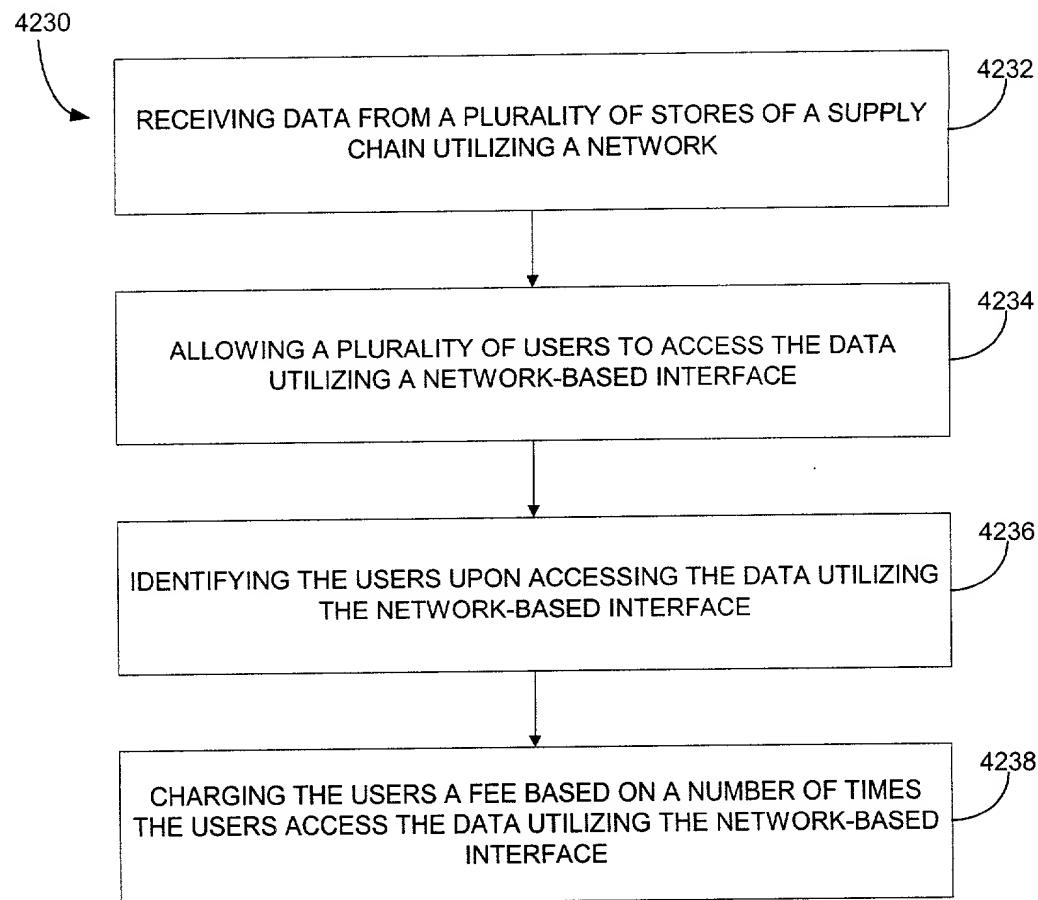
**FIG. 39**



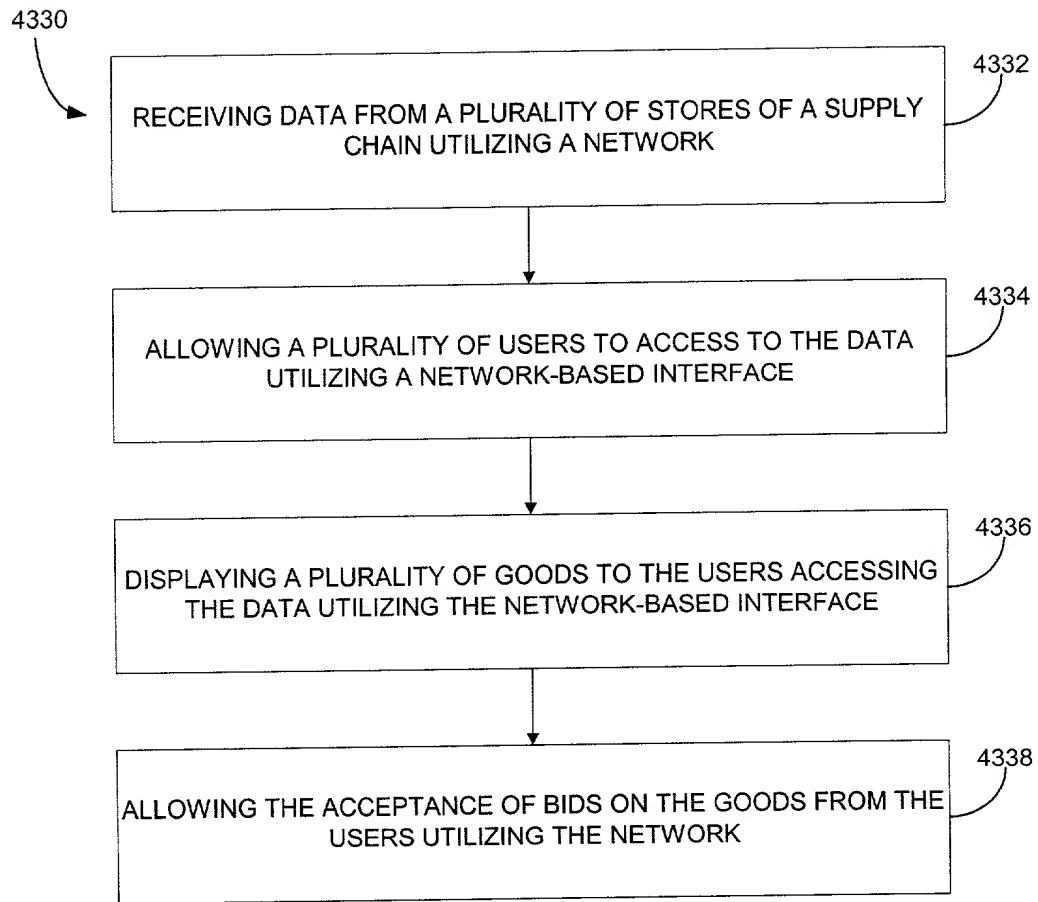
**FIG. 40**



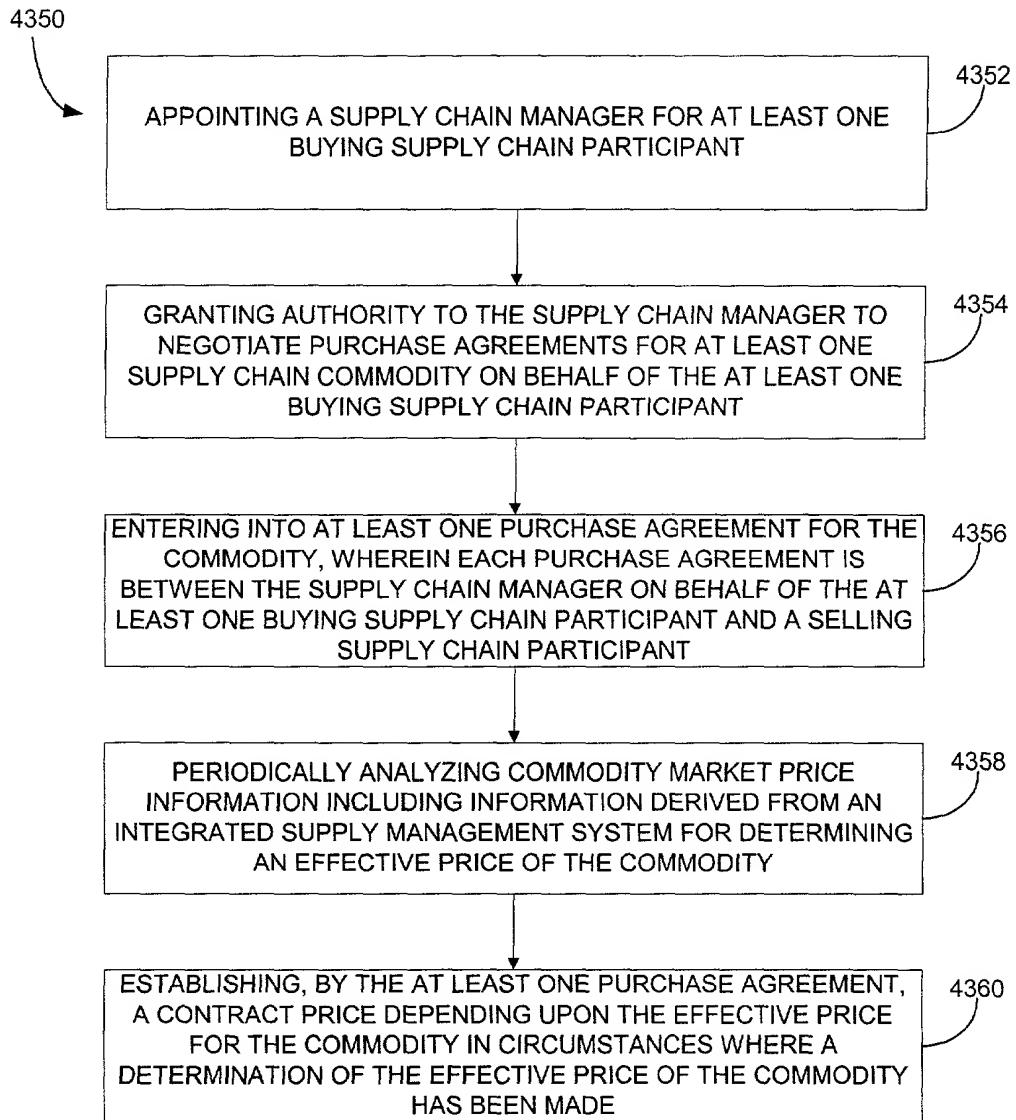
**FIG. 41**



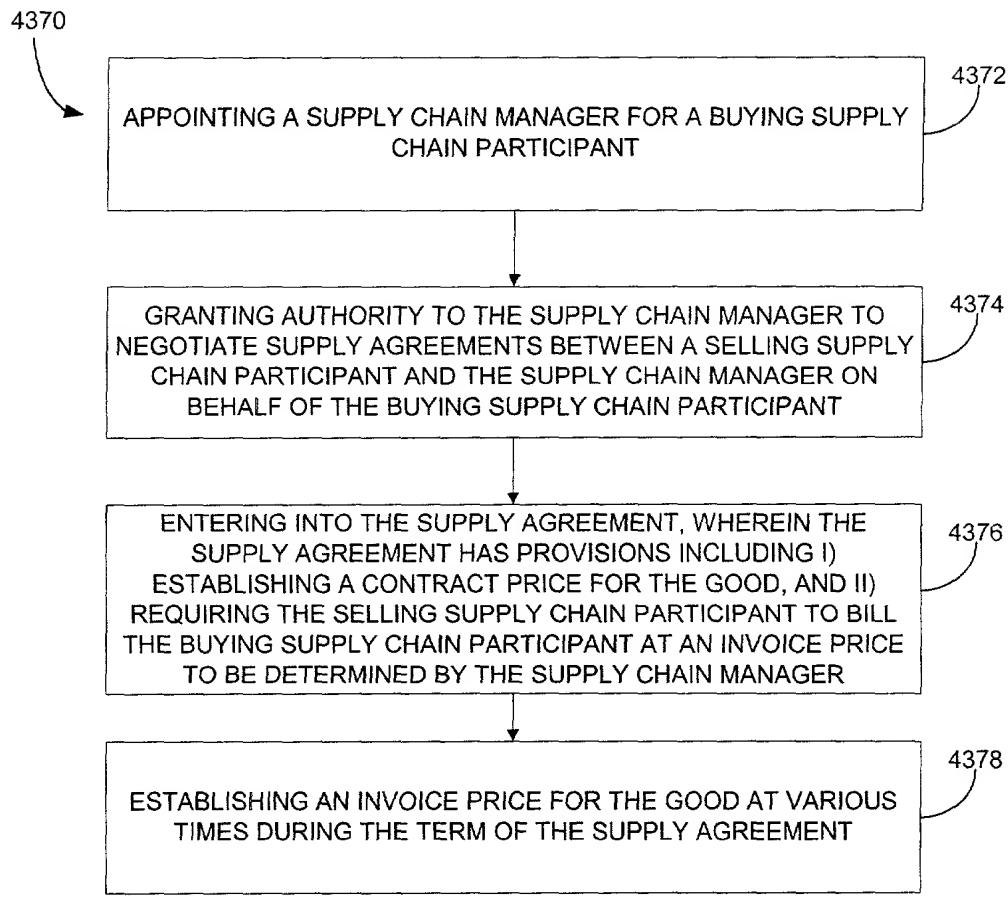
**FIG. 42**



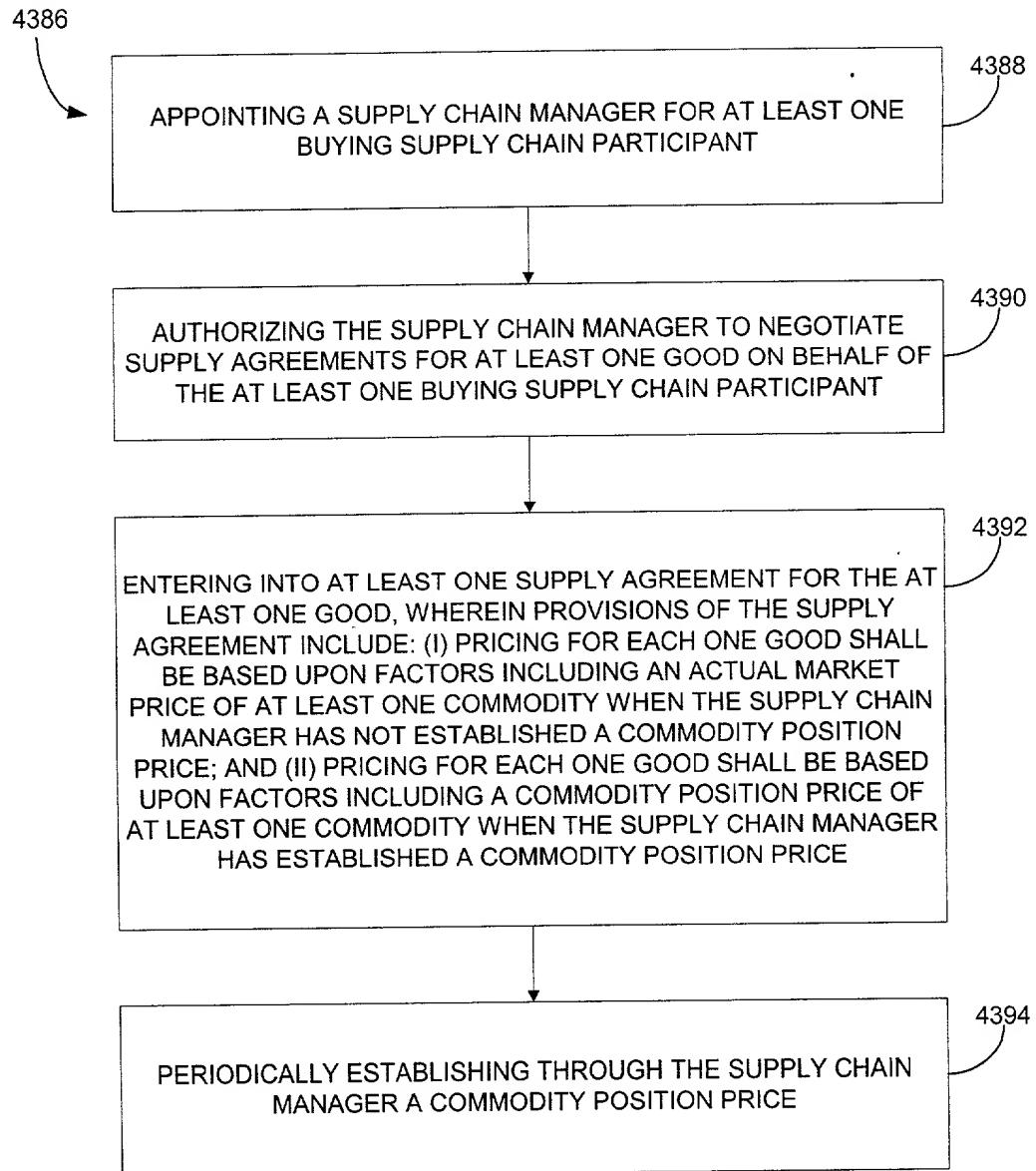
**FIG. 43A**



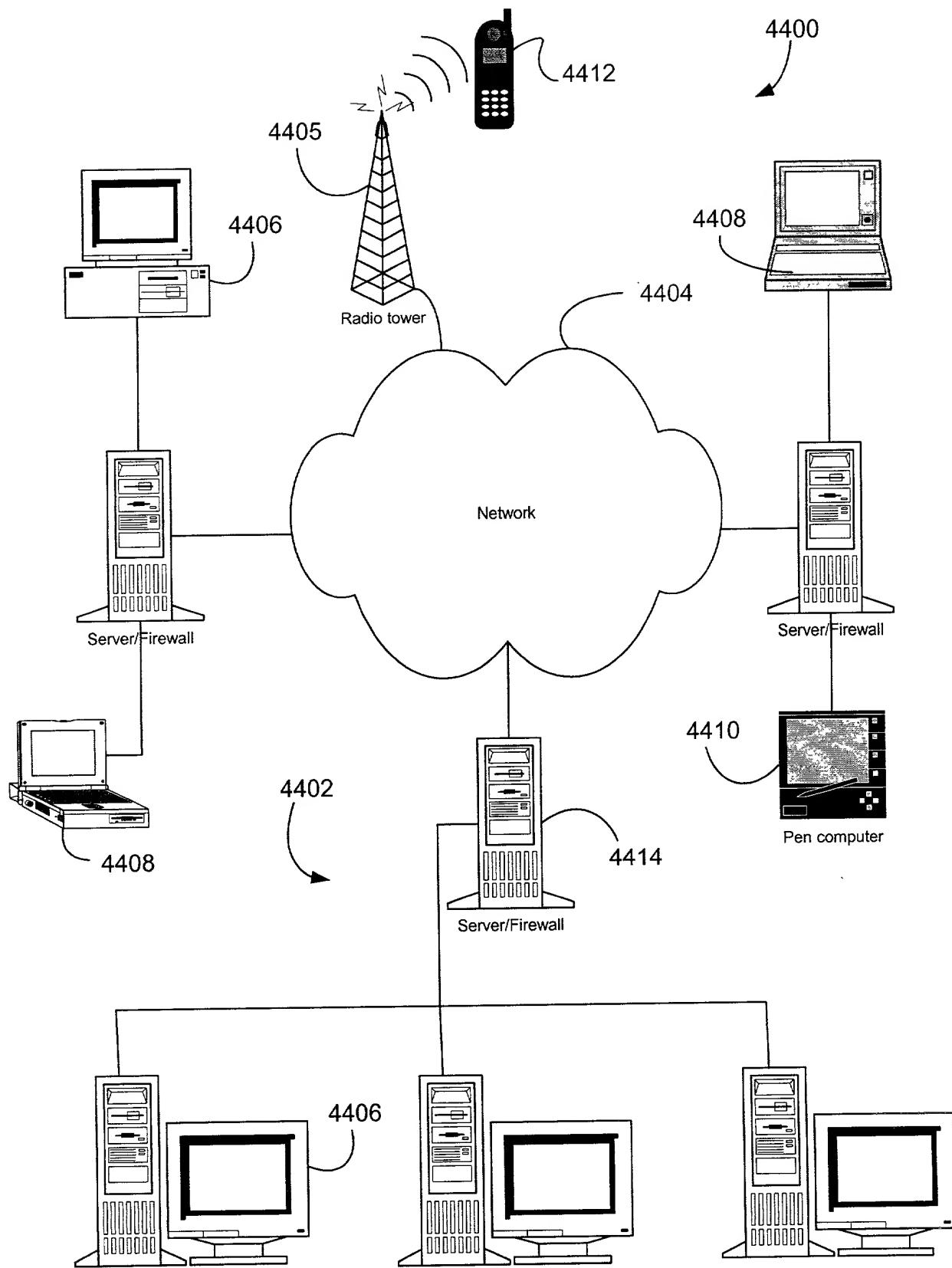
**FIG. 43B**



**FIG. 43C**

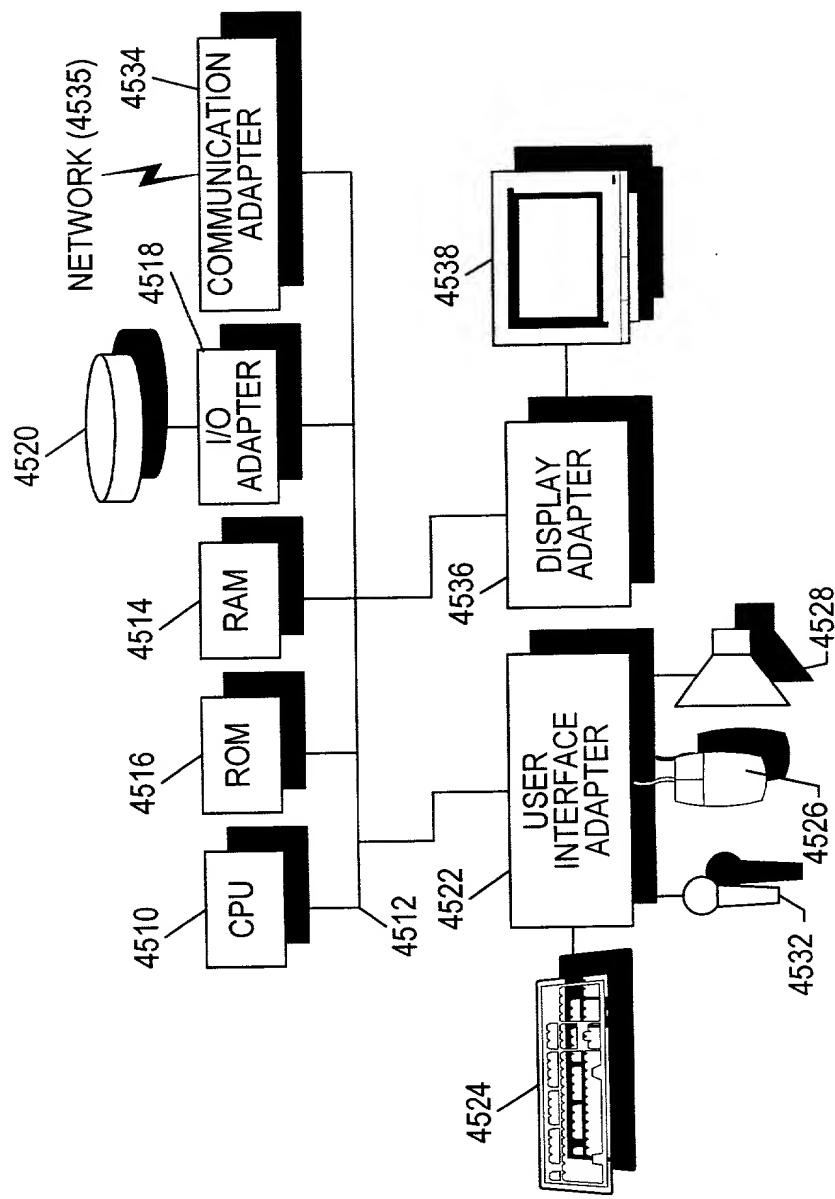


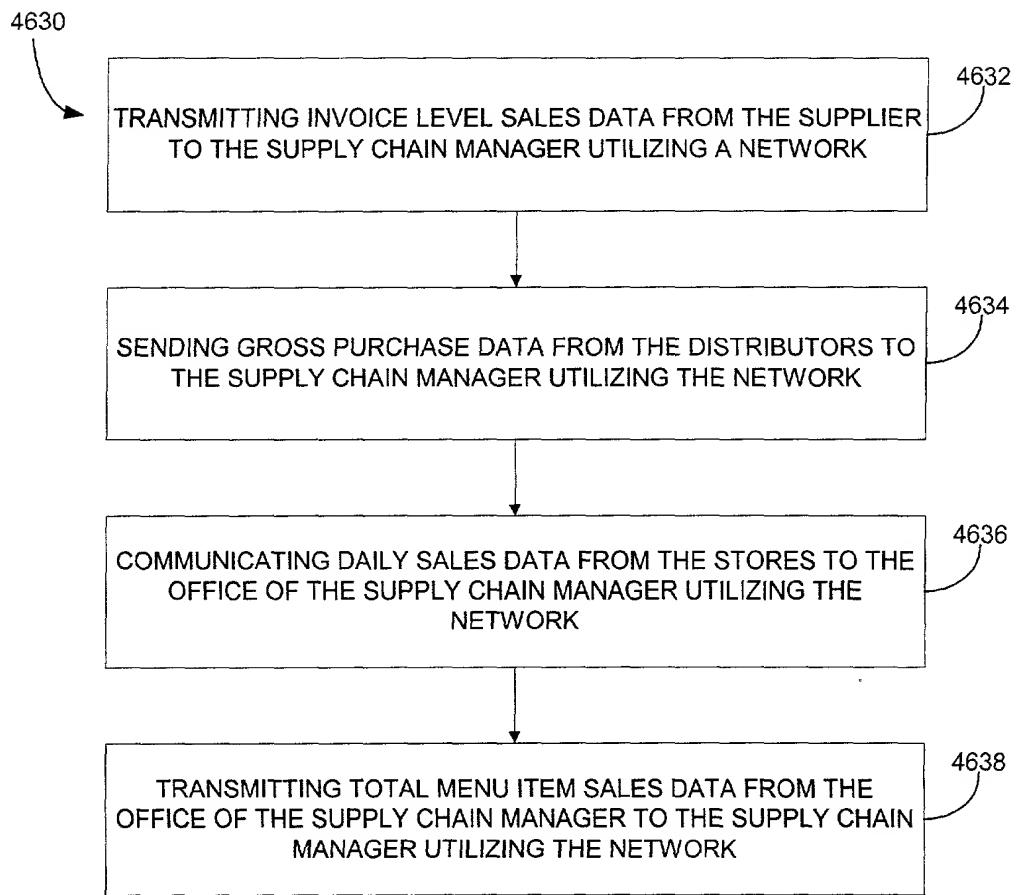
**FIG. 43D**



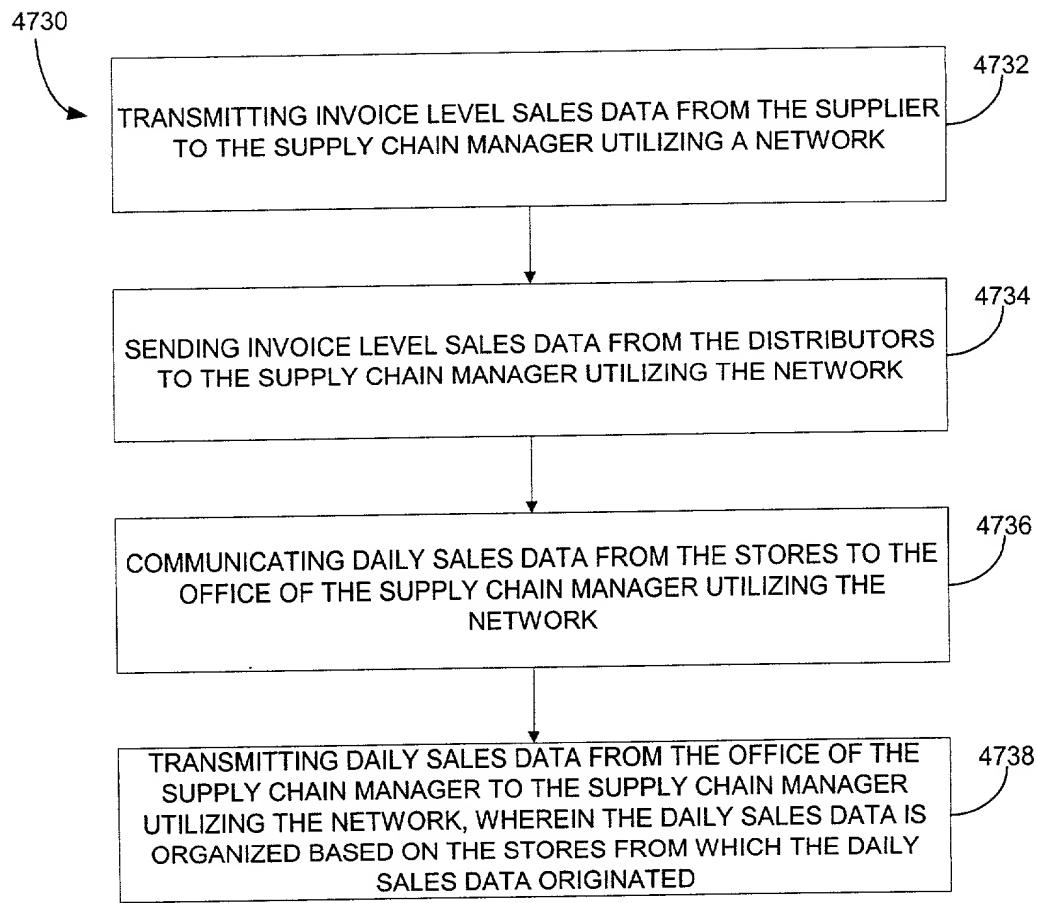
**FIG. 44**

**FIG. 45**

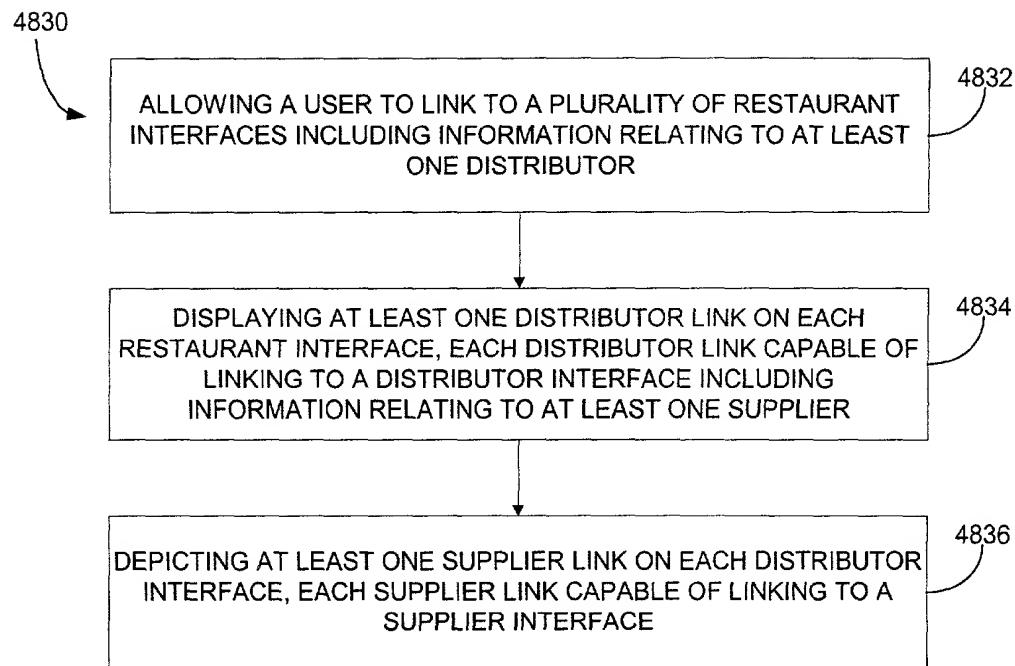




**FIG. 46**



**FIG. 47**



**FIG. 48**

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Address  Links

# RSI

## Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name  Franchisee  Enter Site

4902      About RSI      4904      4900

**About RSI**

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

Contact Information  
Map/Directions  
General Information  
[Legal Information](#)  
[More About RSI](#)

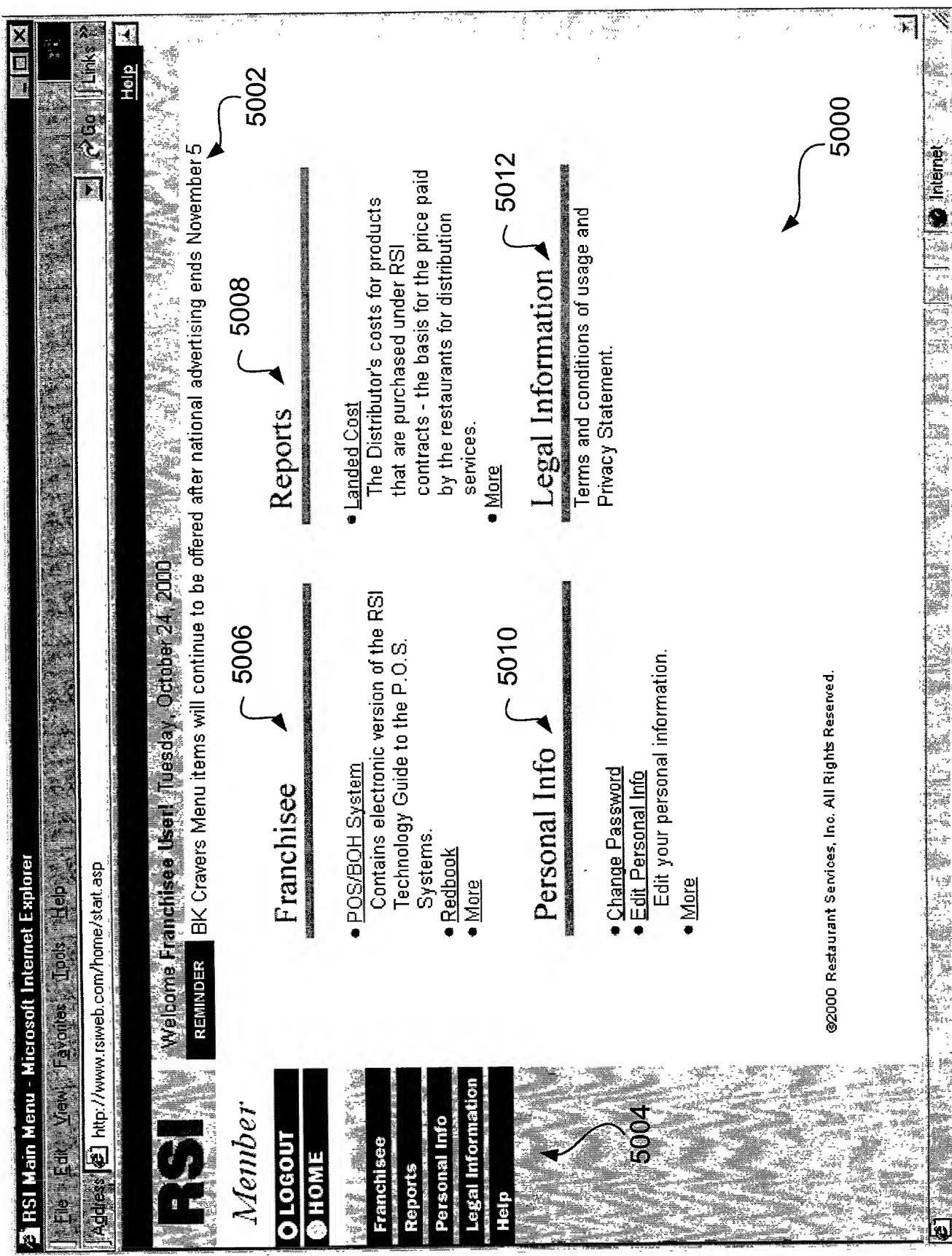
Help  
BKCC link  
NFA link

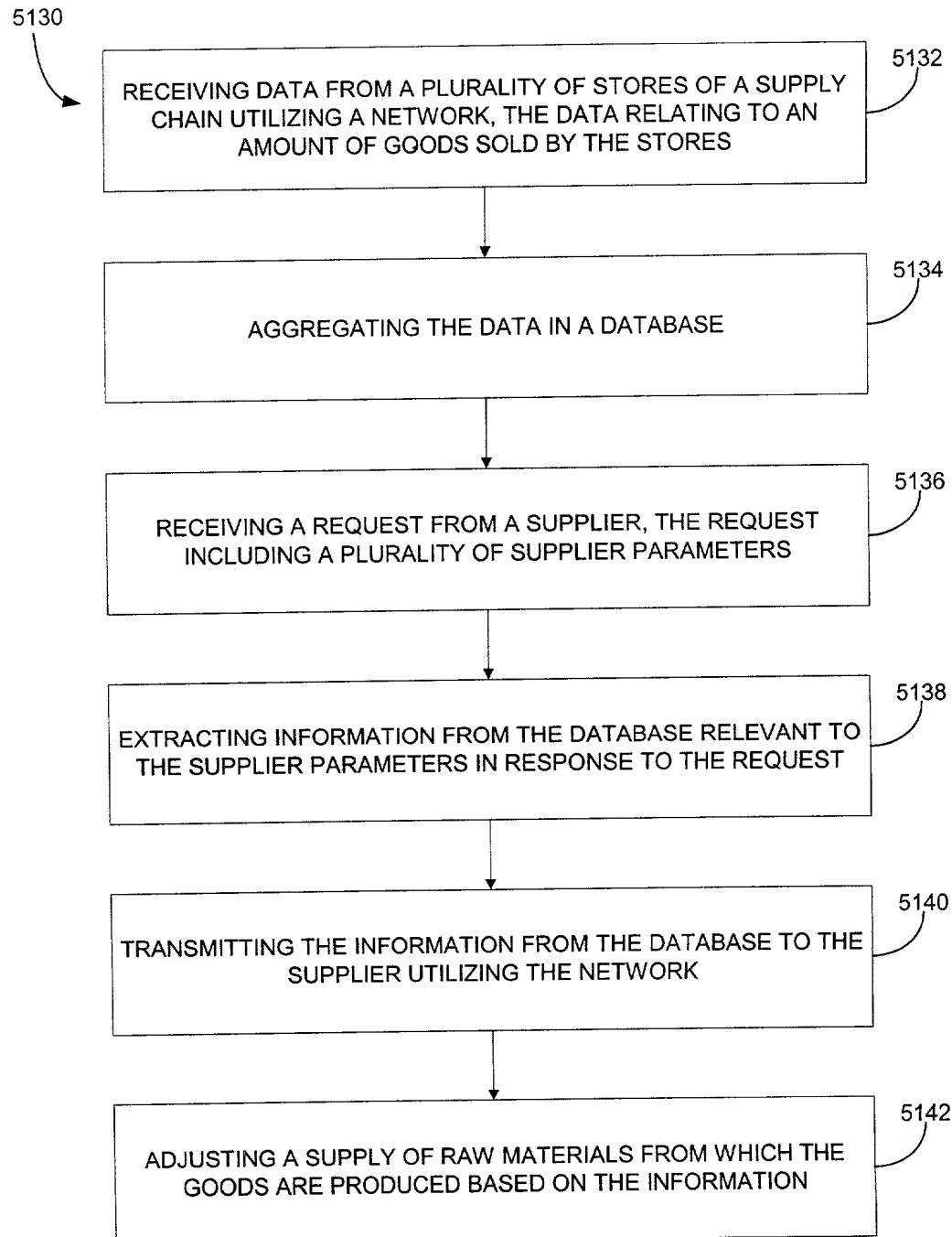
  


Internet

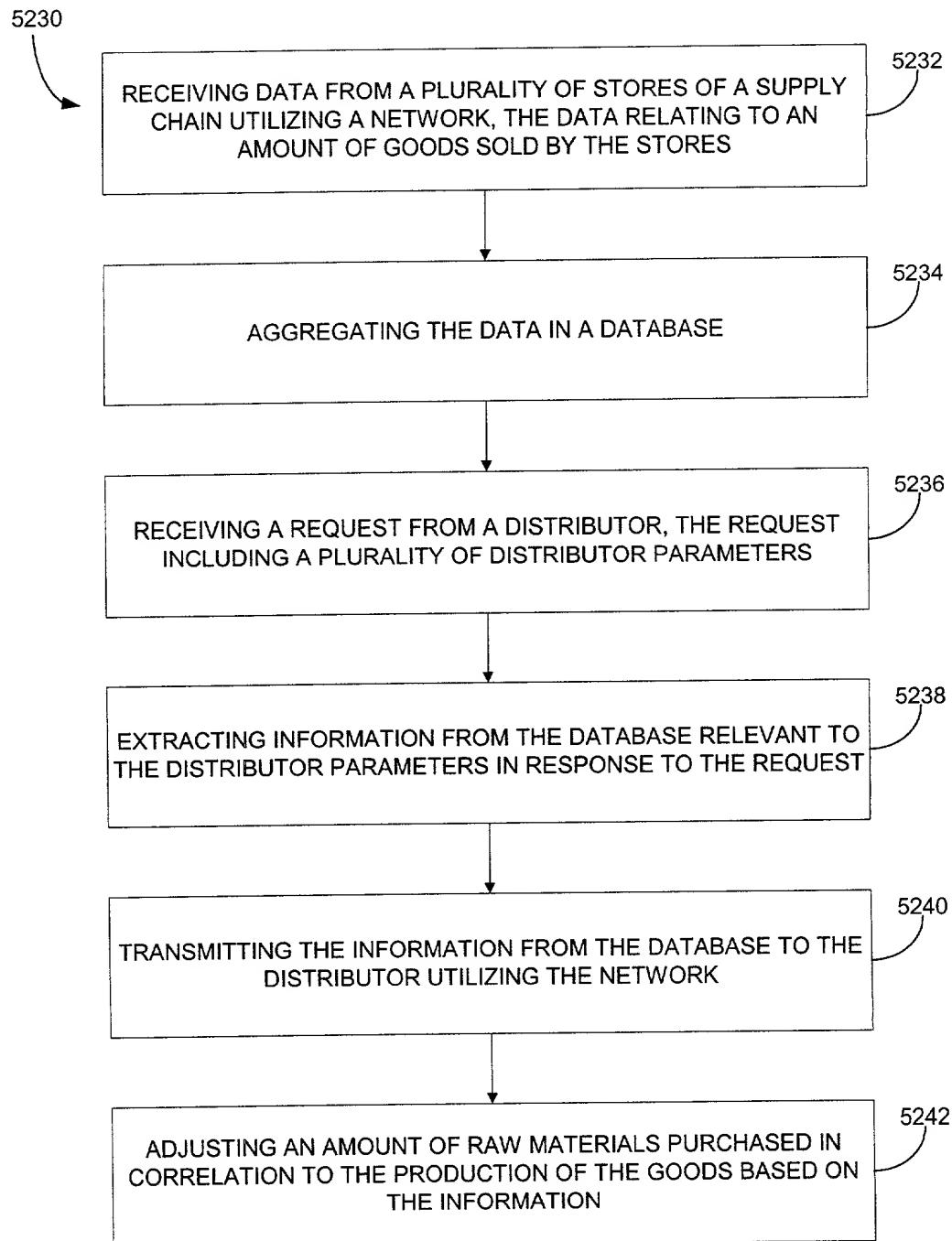
**FIG. 49**

**FIG. 50**





**FIG. 51**



**FIG. 52**

**RSI**

**Distributor**

**Logout**

**HOME**

**Reports**

**Personal Info**

**Legal Information**

**Help**

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**POS Implied Daily Usage - Distributor**

**Tuesday, October 24, 2000**

**5300**

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14 Day Rolling (Total Cases)												Week Ending Total									
DC Item No	Item Description	14 Day Avg	% Chg	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18		
18986	BULLSEYE SAUCE: BULK	0.00%		13	21	23	18	16	16	16	14	21	21	21	15	13	109	96	80	72	
20788	MUSTARD: BULK BK	0.00%		12	19	20	16	14	14	13	14	19	19	19	16	15	14	110	104	100	
24340	MAIONNAISE: BULK BK	0.00%		134	197	211	173	166	154	153	150	200	200	200	175	155	151	1184	1146	1109	
24986	STRAW: WRAPPED 7.75" BK	0.00%		21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	186	178	
25318	FORK: WRAPPED BULK BK	0.00%		10	11	12	10	9	8	9	11	12	11	10	8	9	70	71	55	58	
25452	KNIFE: WRAPPED BULK BK	0.00%		3	3	3	2	2	2	3	3	3	3	3	2	2	18	15	8	9	
27682	KETCHUP: BULK BAG IN BOX	0.00%		80	134	142	116	104	102	101	100	138	139	139	115	106	102	796	771	776	743
27690	KETCHUP: PACKETS 10g BK	0.00%		127	184	205	160	143	142	139	144	197	197	197	160	142	140	1112	1070	1078	1044

**FIG. 53**

5400

**Distributor**

**Logout** [HOME](#)

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**Local DC Promotion Forecast Report - Microsoft Internet Explorer**

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**Addres** [http://test.rsilink.com/dc/d\\_ipromodetail.asp?dc=26576](http://test.rsilink.com/dc/d_ipromodetail.asp?dc=26576)

**Links**

**Help**

Local Promotion Option	Adl	Start Date	Projected Dly Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8	
	Davenport-RI-Moline, IA	6/1/00	85	32	17	
	Des Moines-Ames, IA	7/10/00	85	17	28	
	Omaha, NE	7/4/00	85	17	60	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/26/00	85	99	10	
	Springfield-Decatur-Champaign, IL	6/1/00	85	99	1	
<b>32 oz. Motor Cup Total</b>	<b>Cedar Rapids-Waterloo-Dubuque, IA</b>	<b>4/15/00</b>	<b>99</b>	<b>131</b>	<b>18</b>	
	Big King					
	Davenport-RI-Moline, IA	4/15/00	99	17		
	Ottumwa-Kalona, IA	4/15/00	99	3		
	<b>Big King Total</b>					
	Pancake Minis					
	Chicago, IL	5/15/00	20	99	8	
	Peoria, IL	5/1/00	20	99	17	
	Sioux City, IA	4/15/00	20	99	10	
	<b>Pancake Minis Total</b>					

[Done](#) [Internet](#)

**FIG. 54**

FIG. 55

**FIG. 56**

5600

**Restaurant Landed Cost Verification Report - Microsoft Internet Explorer**

Member      Logout      Home

Franchisee      Reports      Personal Info      Legal Information      Help

Printer Friendly Version

Restaurant Number: 0003473      Date: 10/22/00      Retrieve

### Landed Cost Report

#### Restaurant Landed Cost Verification Report

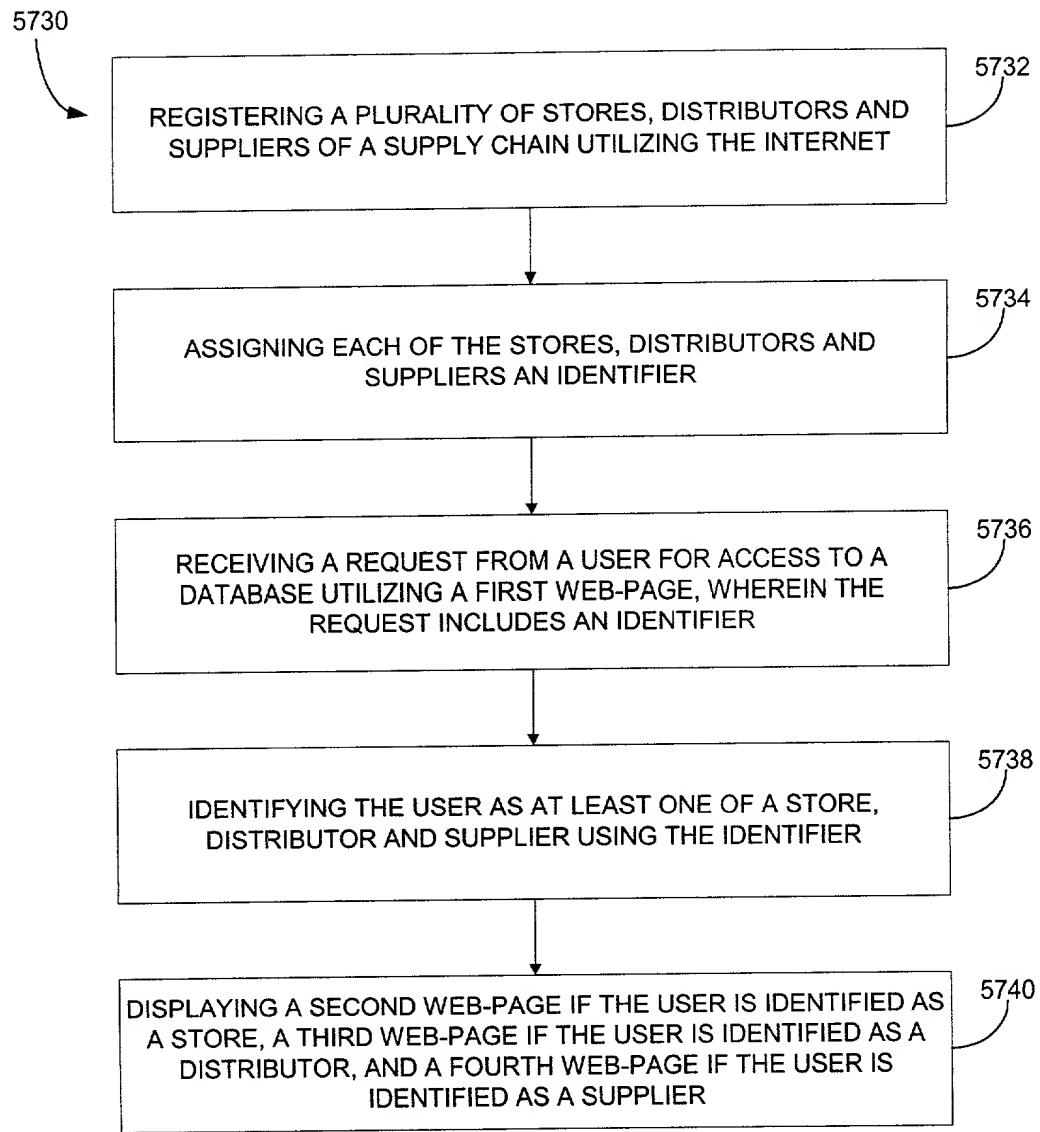
Report Date: Sunday, October 22, 2000  
 Restaurant Number: 0003473  
 Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris  
 Contact Number: 305-529-3409

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RSI Item No	DC Item No	RSI Item Description	DC Cost	Markup	Rest. Cost
10340	4438	REGISTER TAPE THERMAL 2.25 X 100'	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18986	389	SAUCE BULK KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD BULK 36 OZ	\$8.26	\$1.57	\$9.82
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	86	SAUCE BULK MAYONNAISE	\$7.51	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

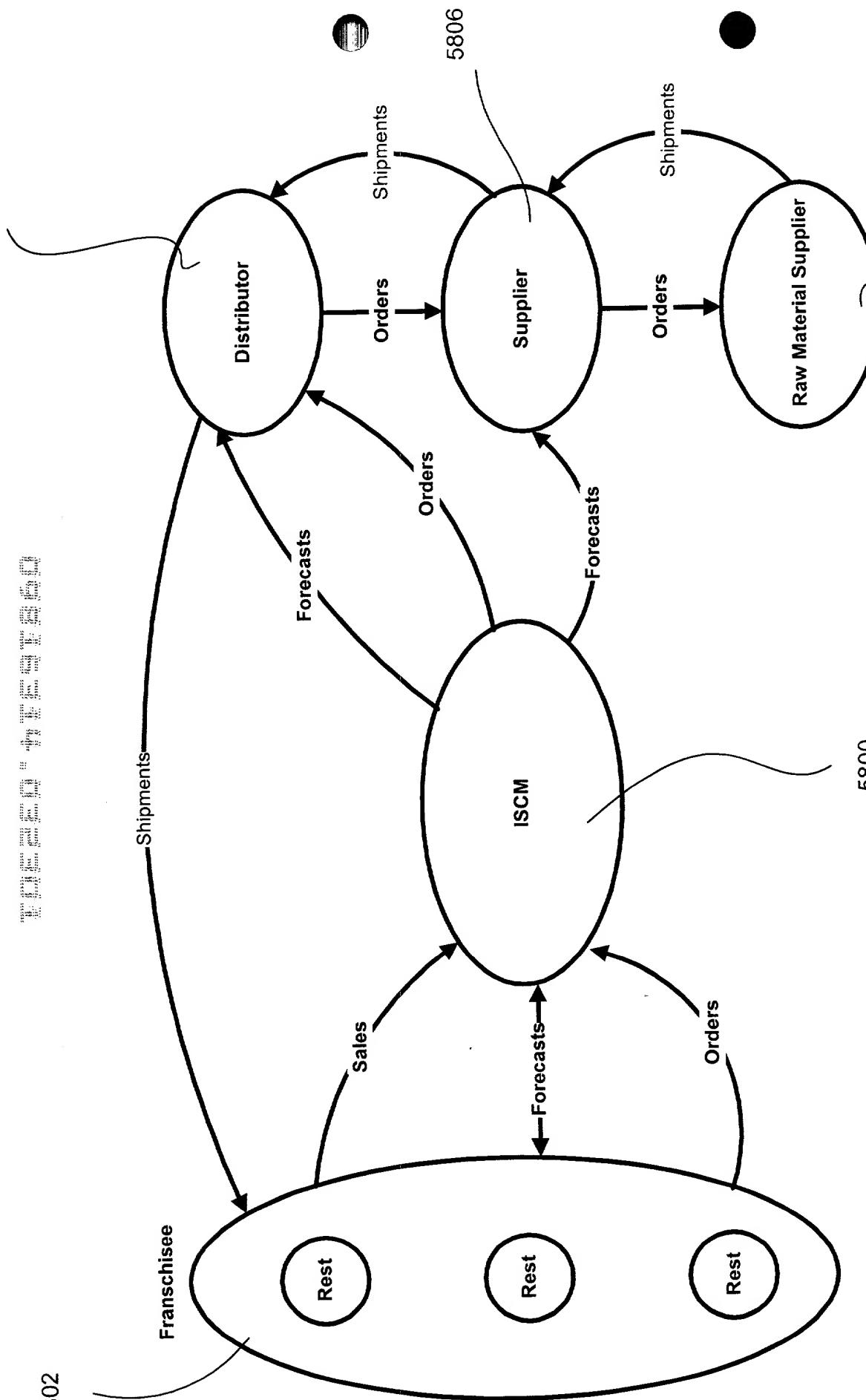
Done



**FIG. 57**

5808

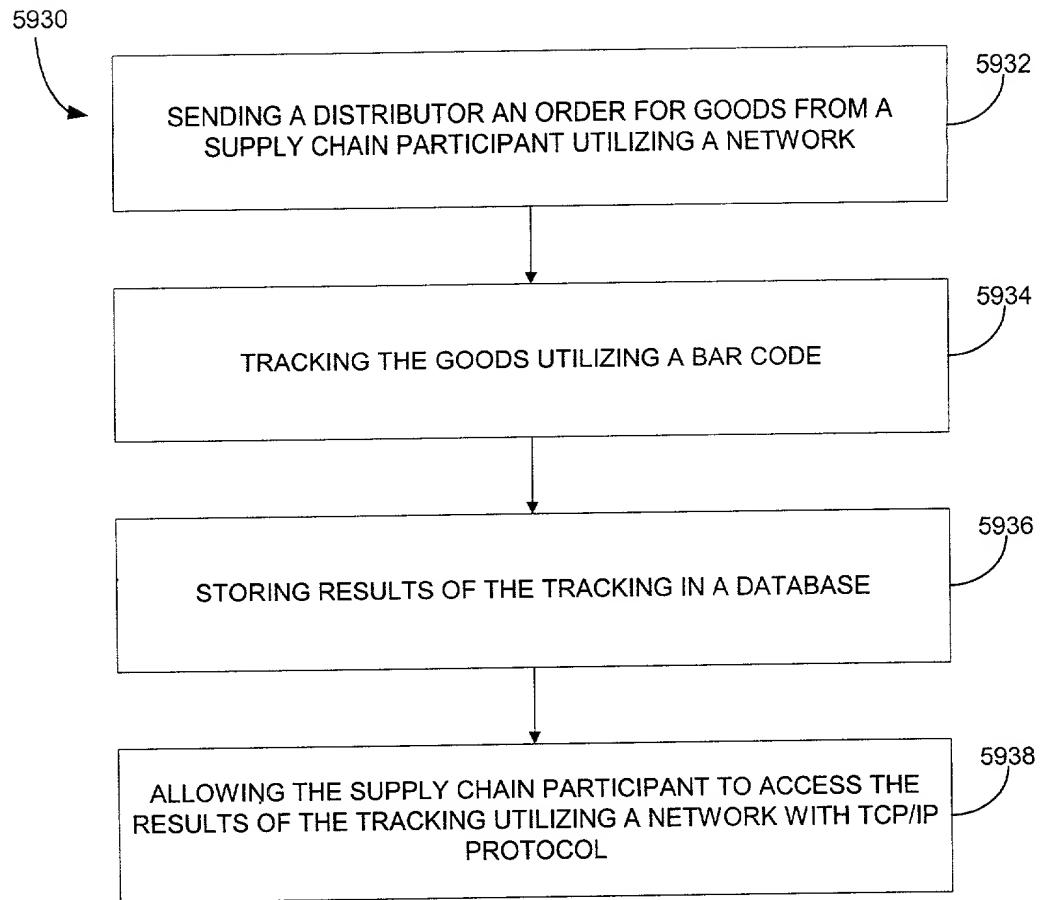
Fig. 58



5802

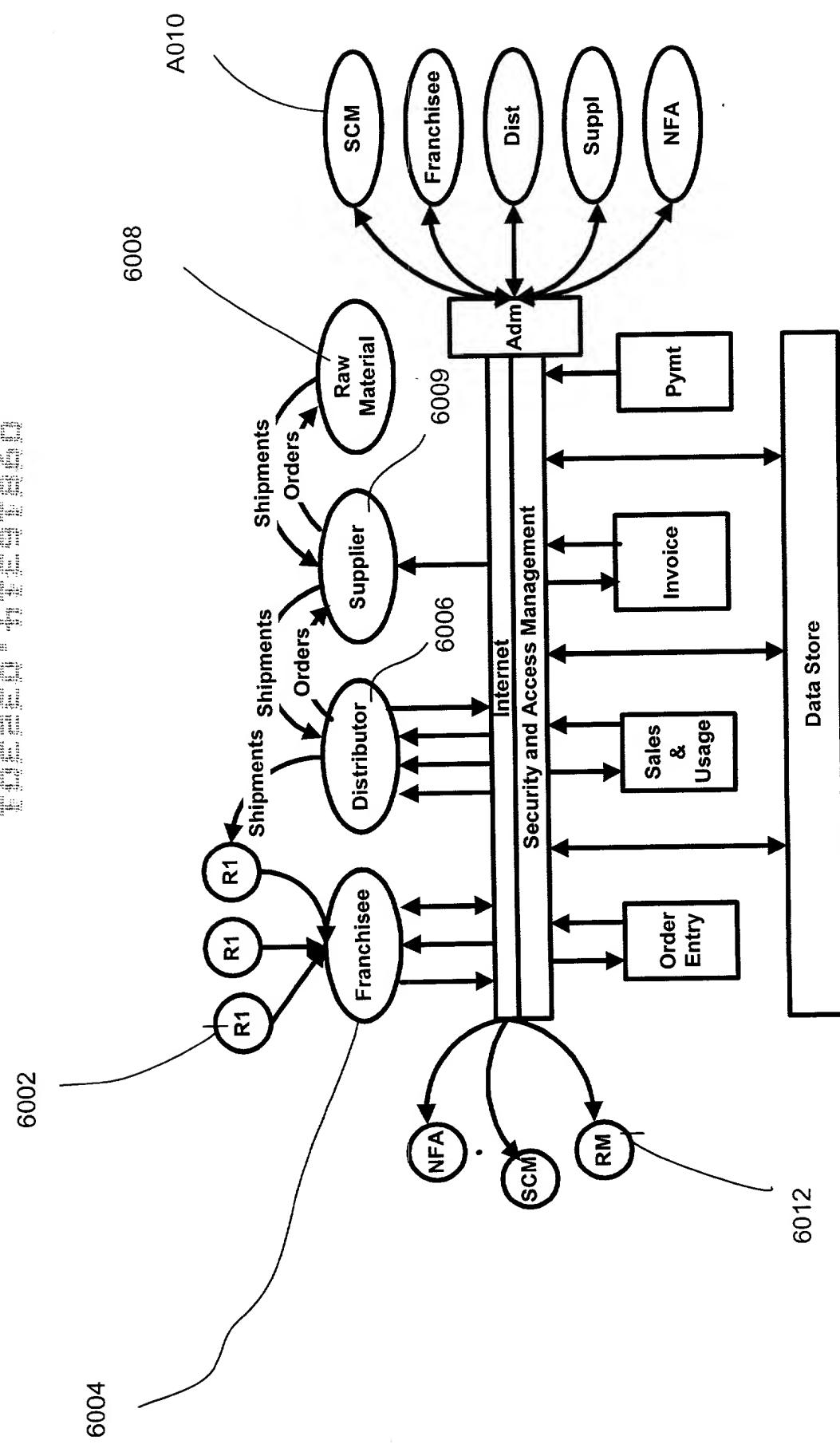
5806  
5808  
5800

5804



**FIG. 59**

**Fig. 60**



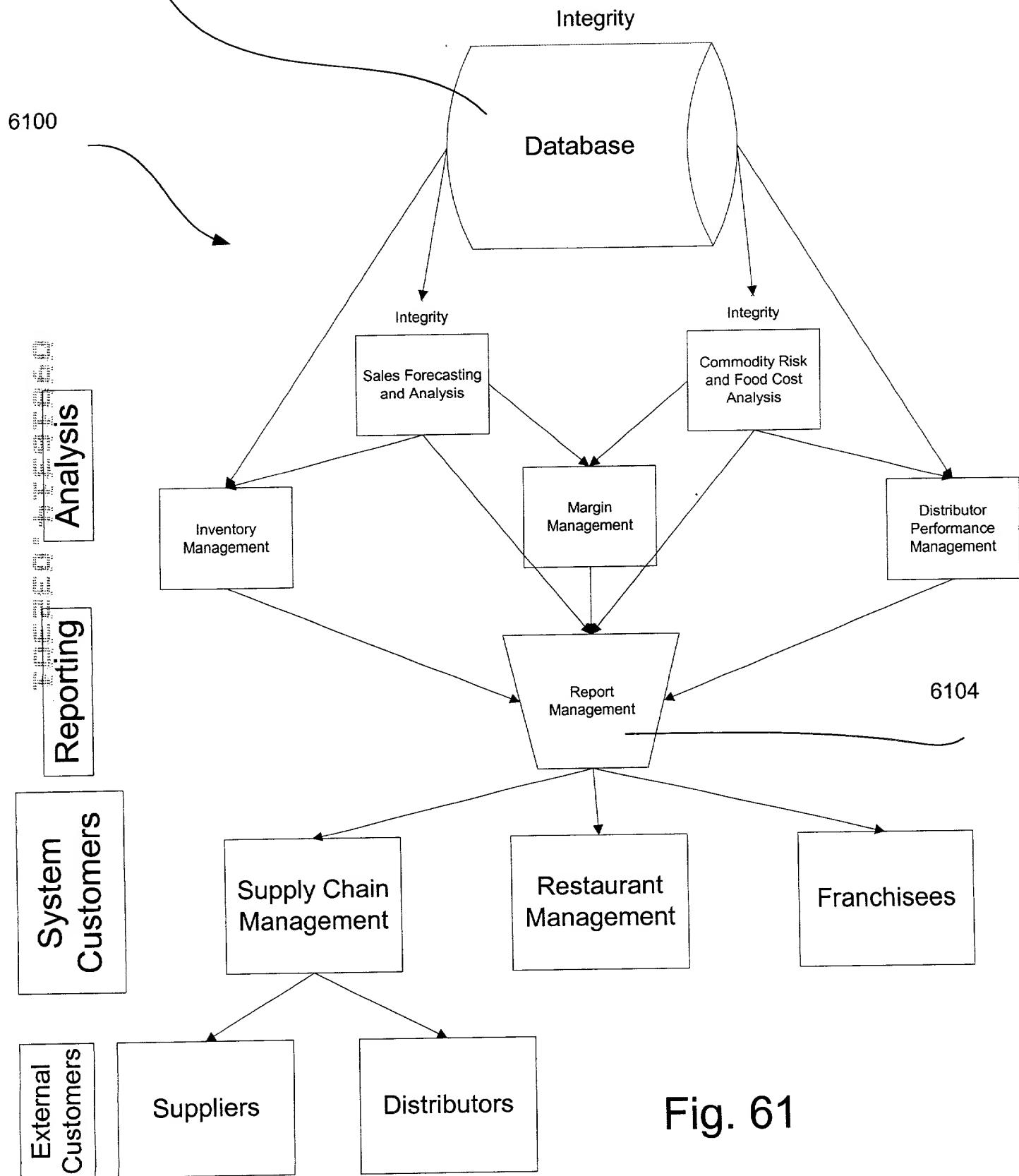
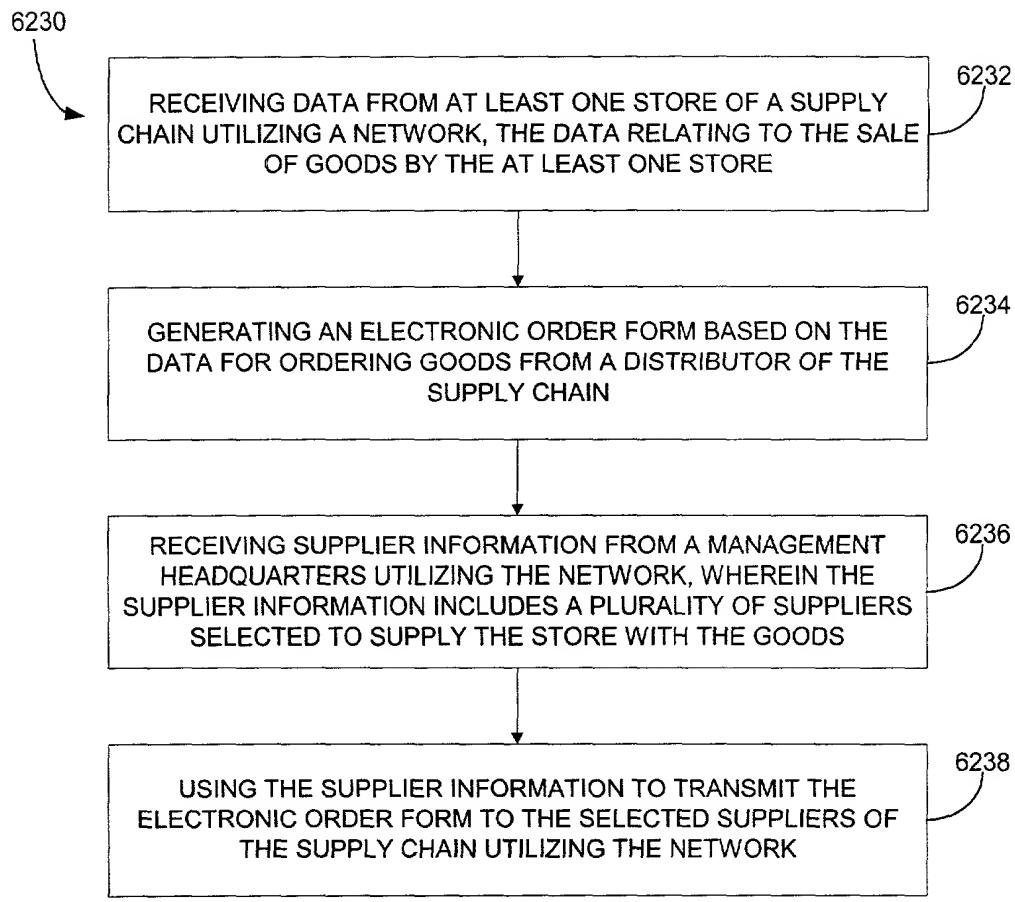
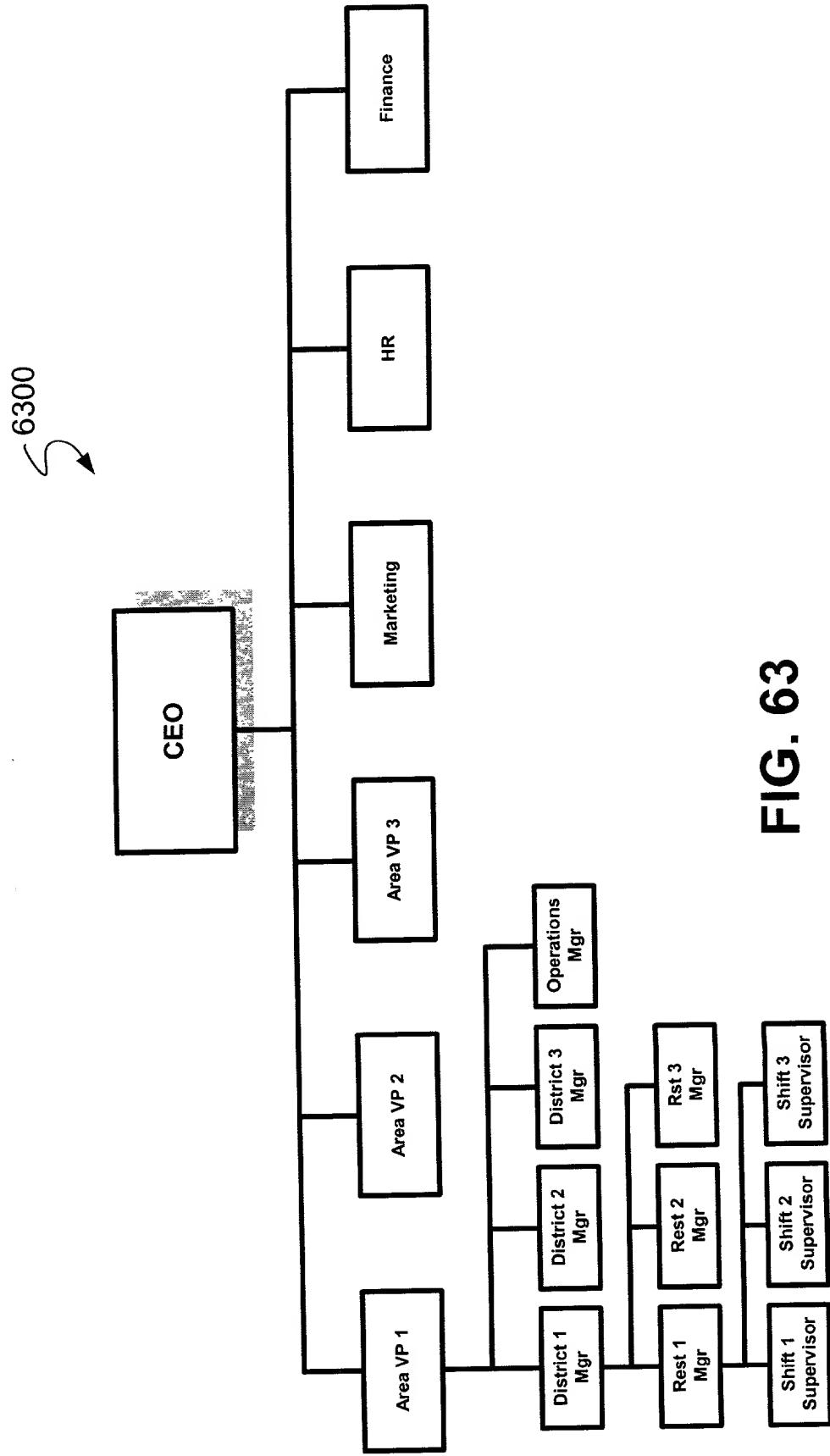


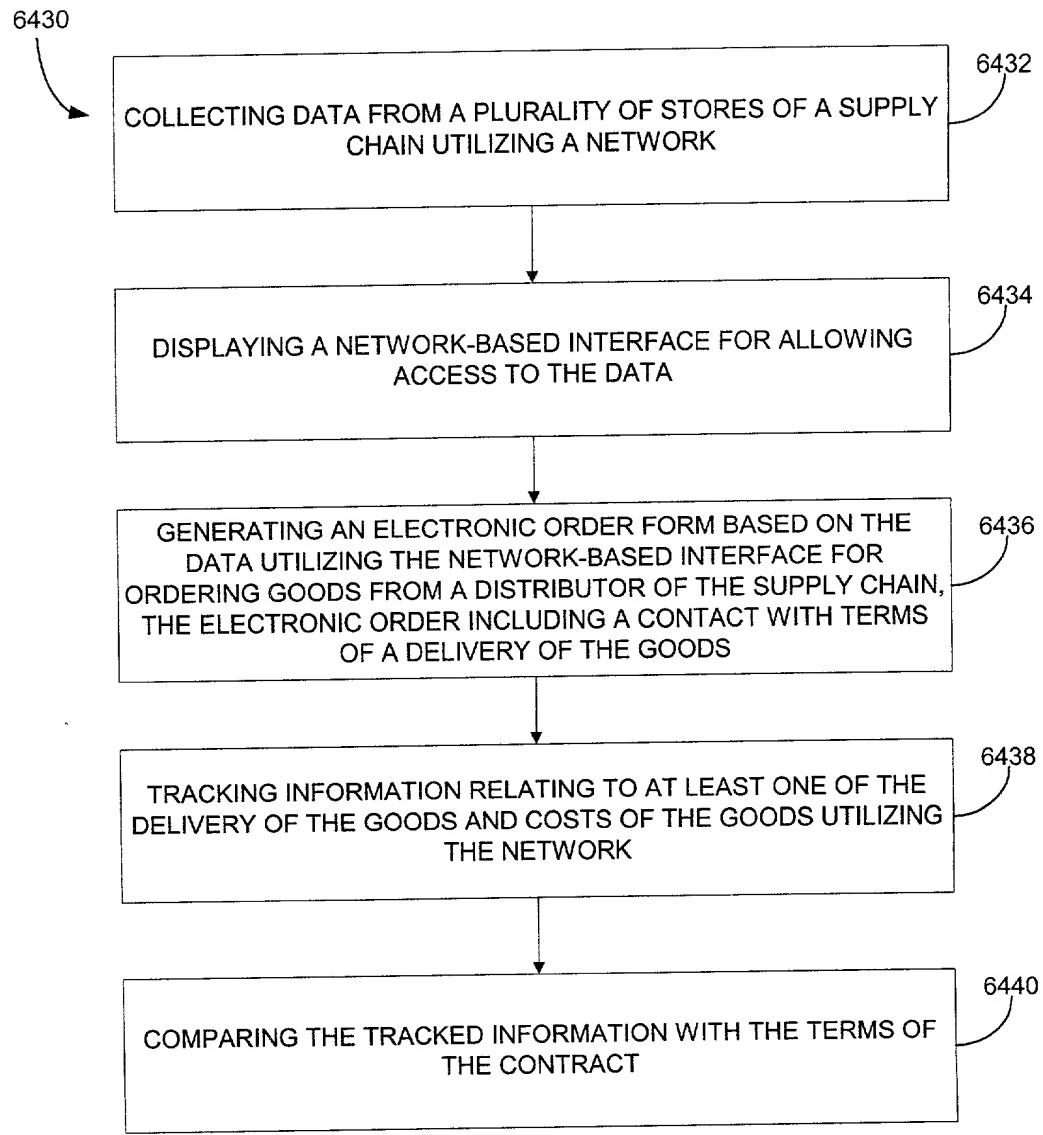
Fig. 61



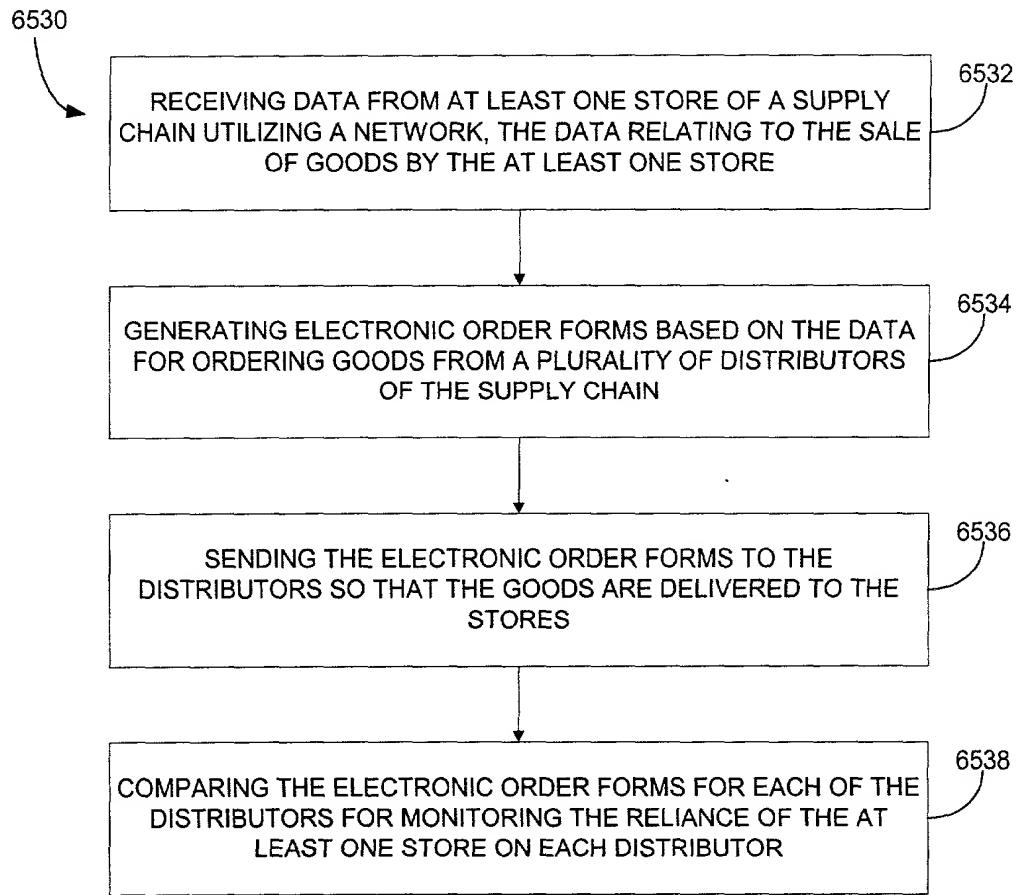
**FIG. 62**



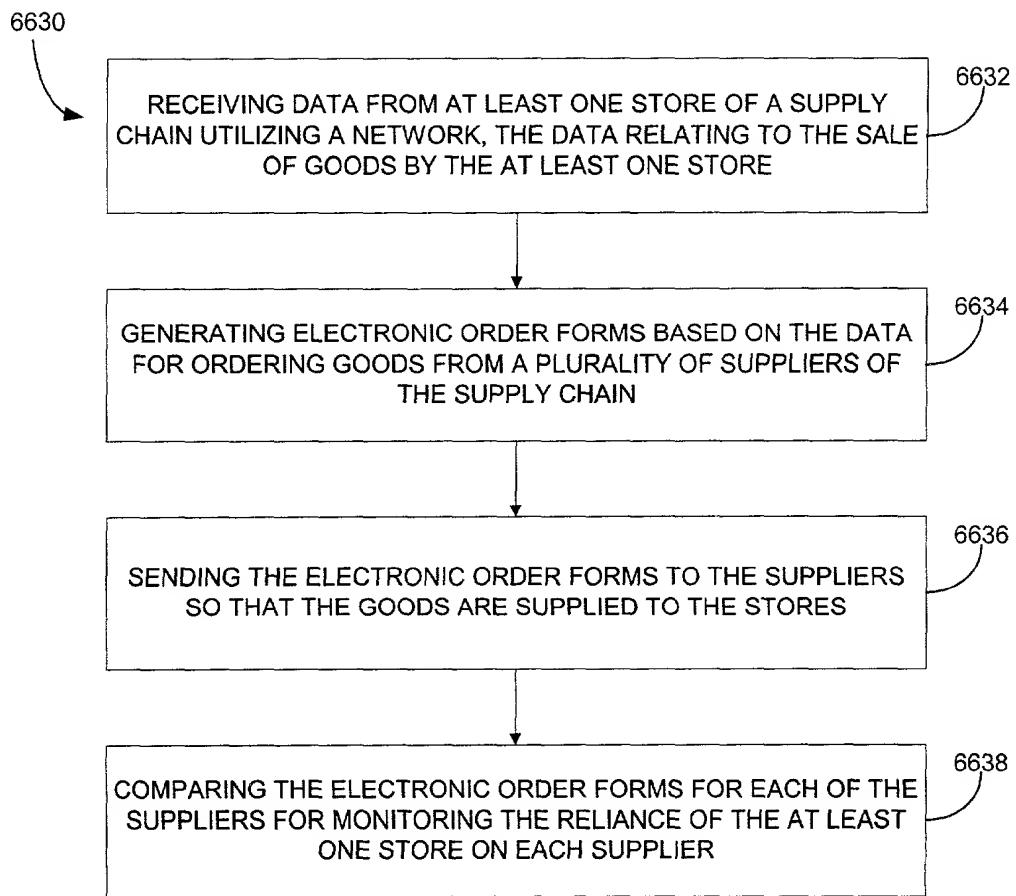
**FIG. 63**



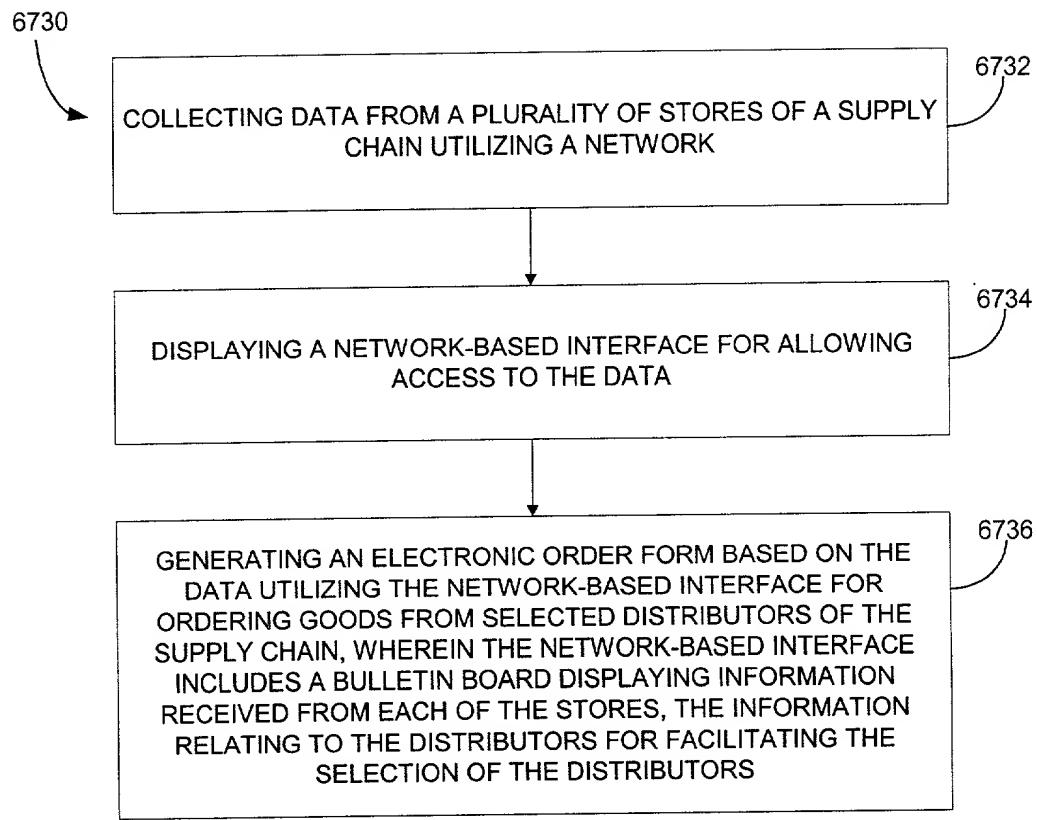
**FIG. 64**



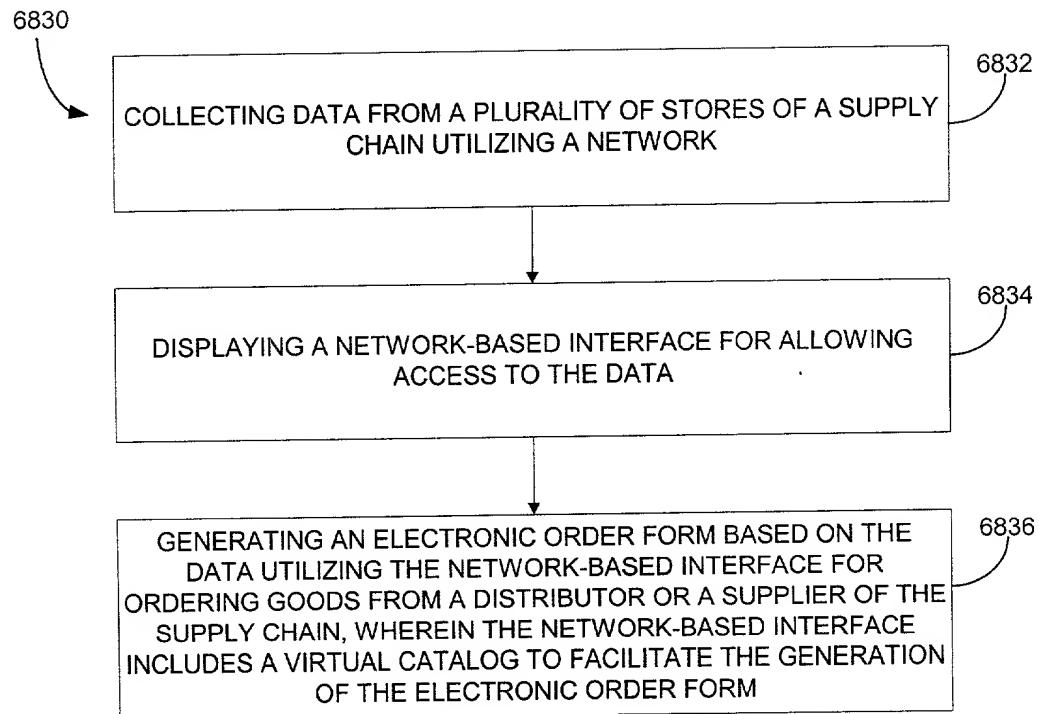
**FIG. 65**



**FIG. 66**

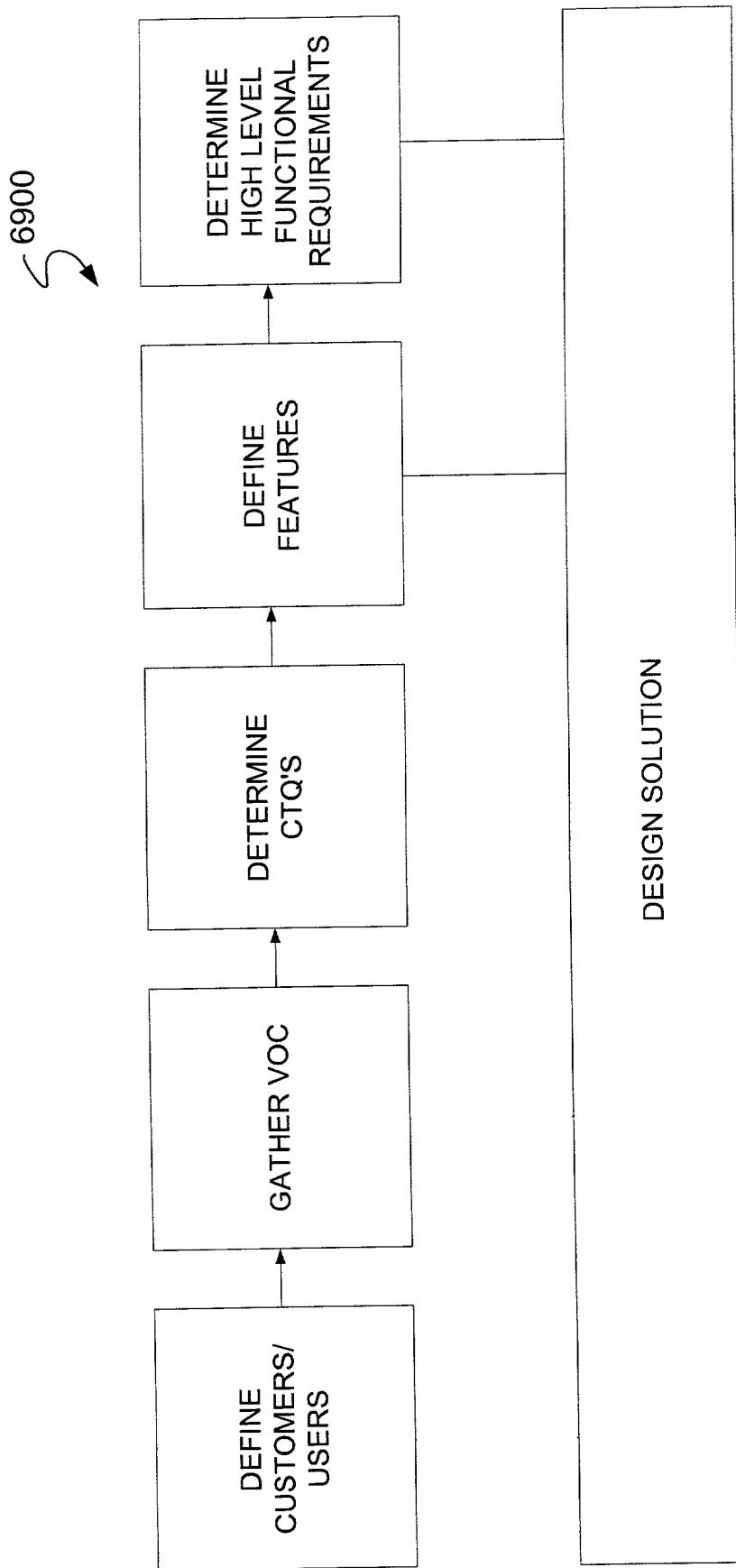


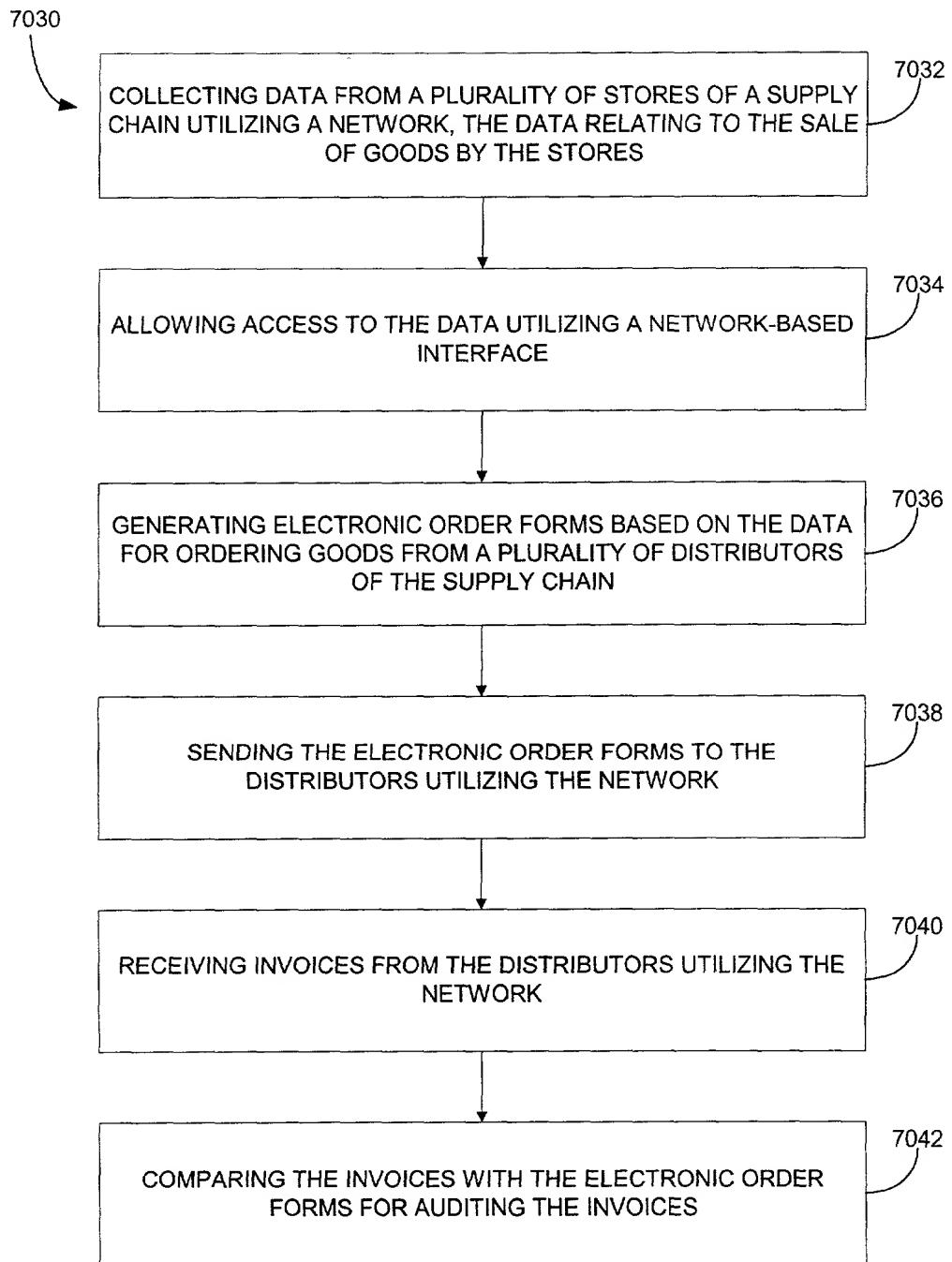
**FIG. 67**



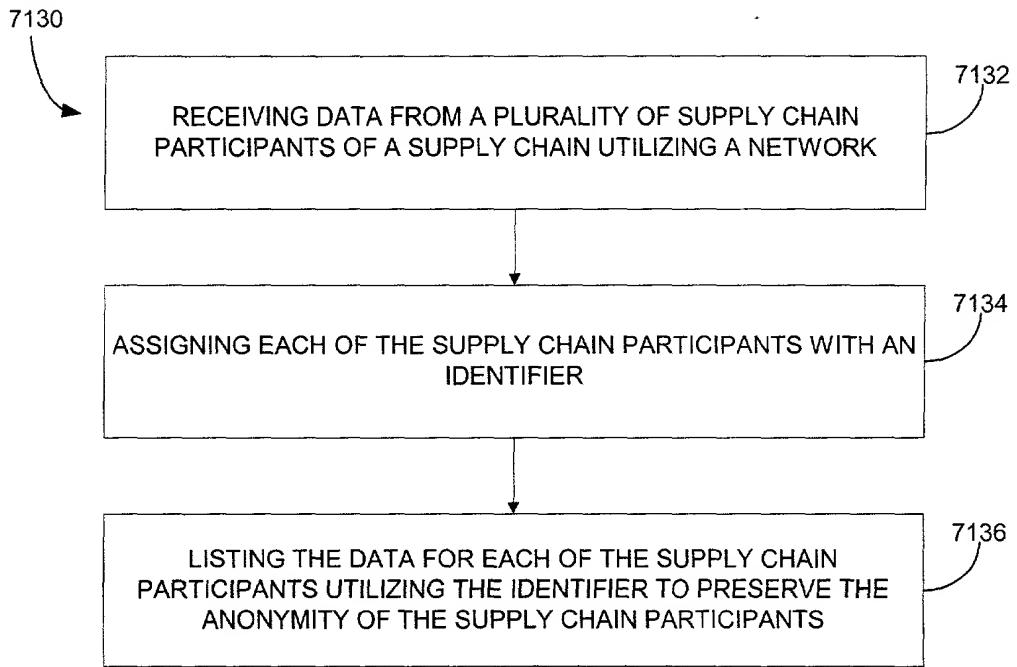
**FIG. 68**

**FIG. 69**

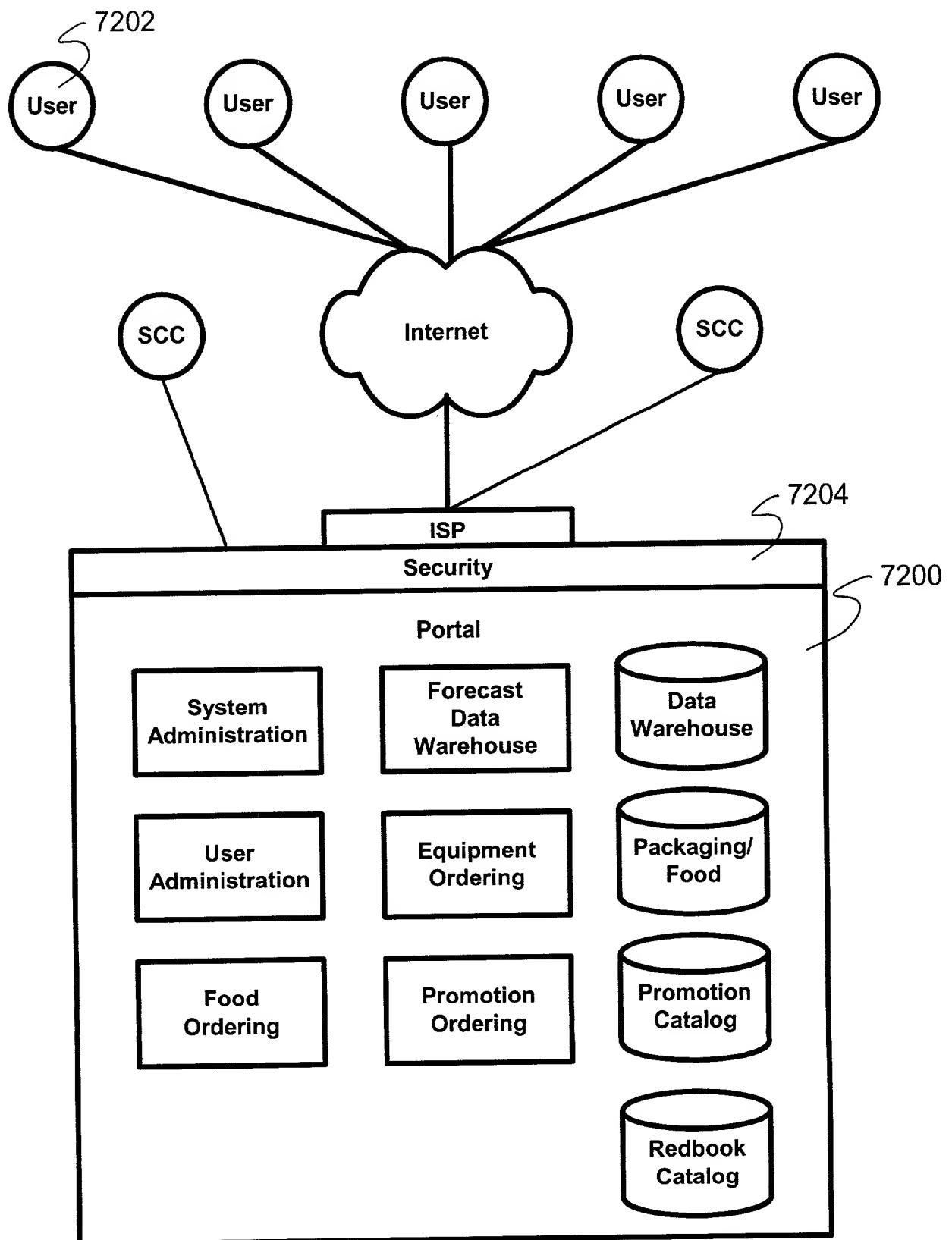




**FIG. 70**

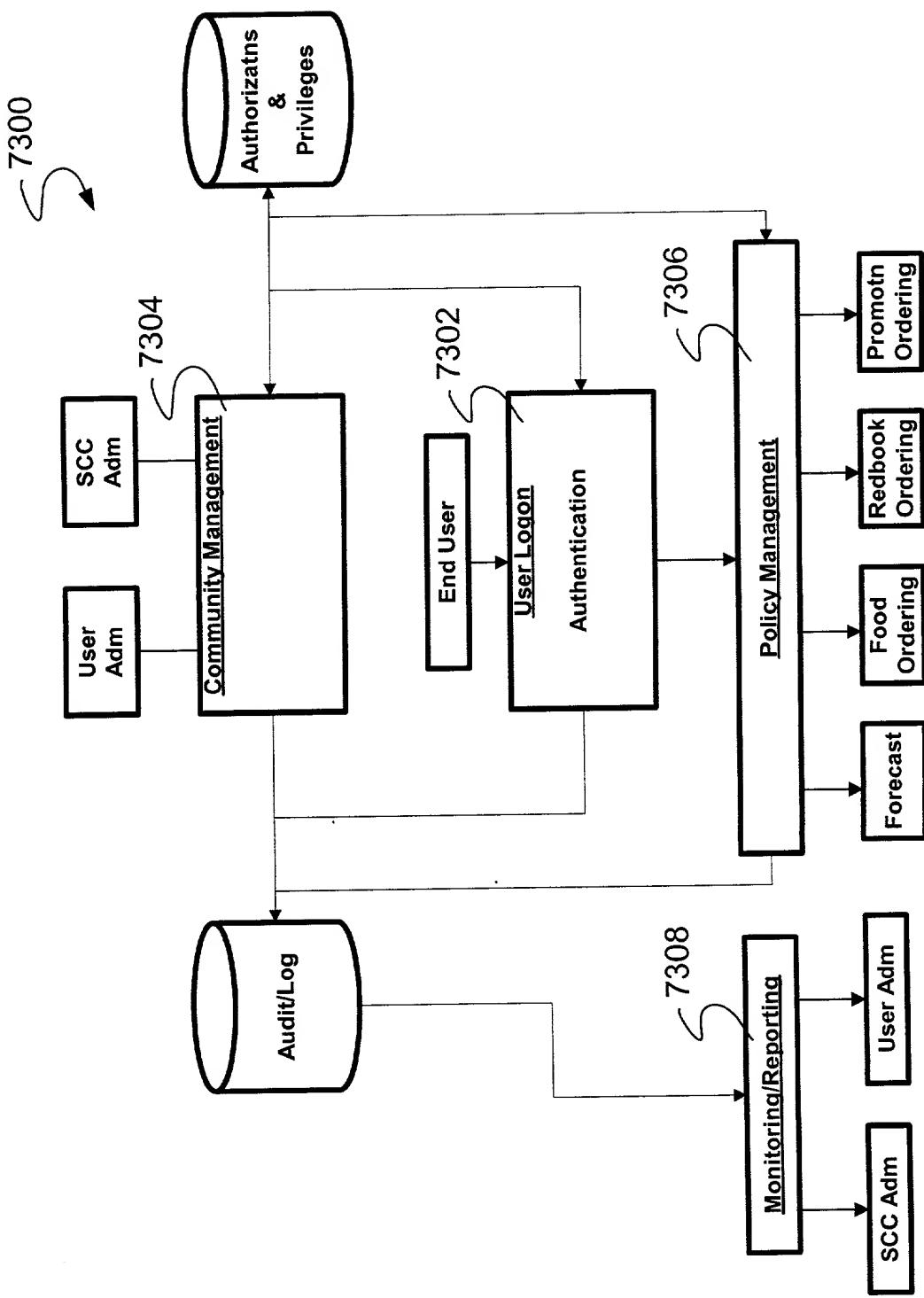


**FIG. 71**

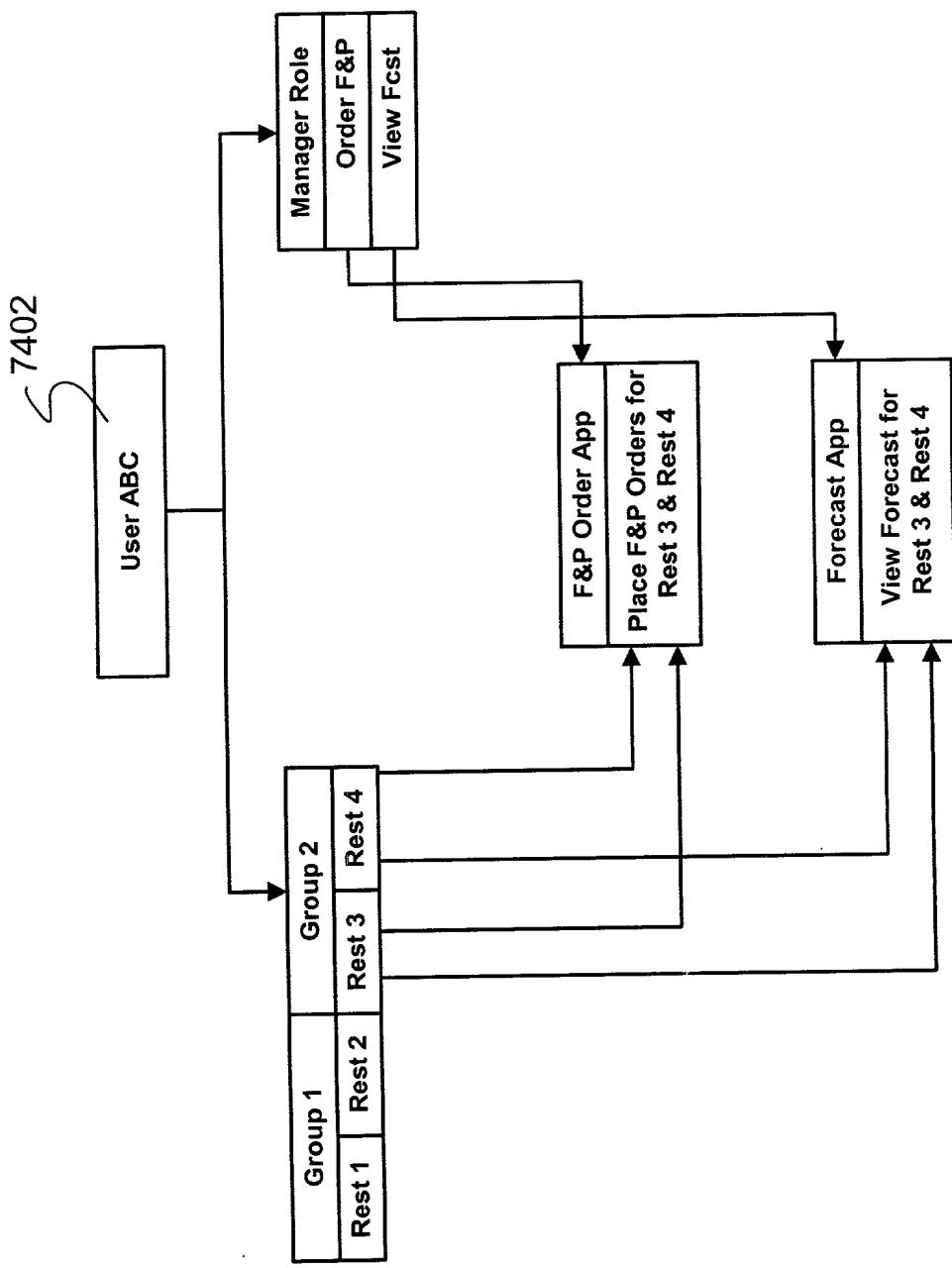


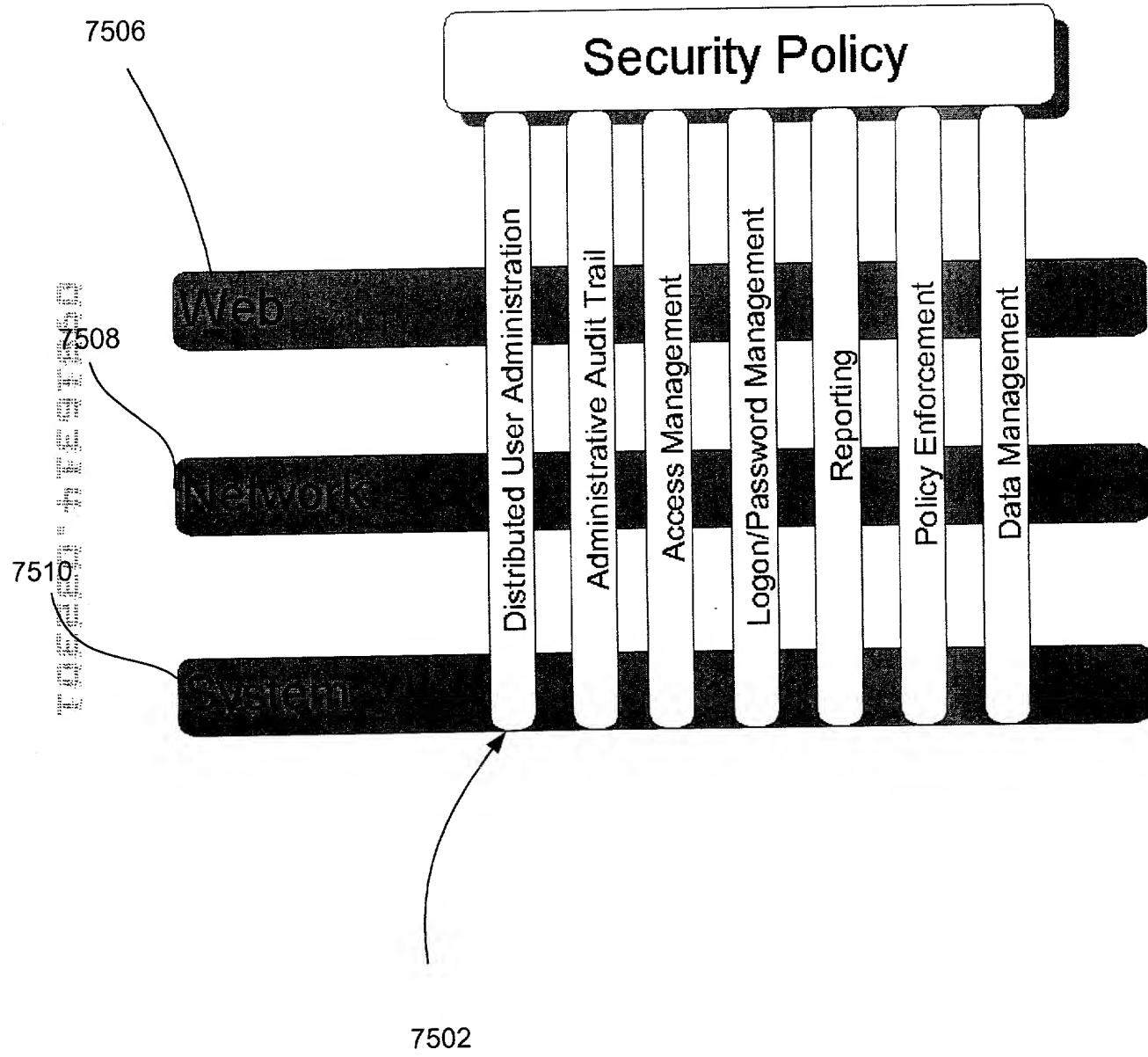
**FIG. 72**

**FIG. 73**

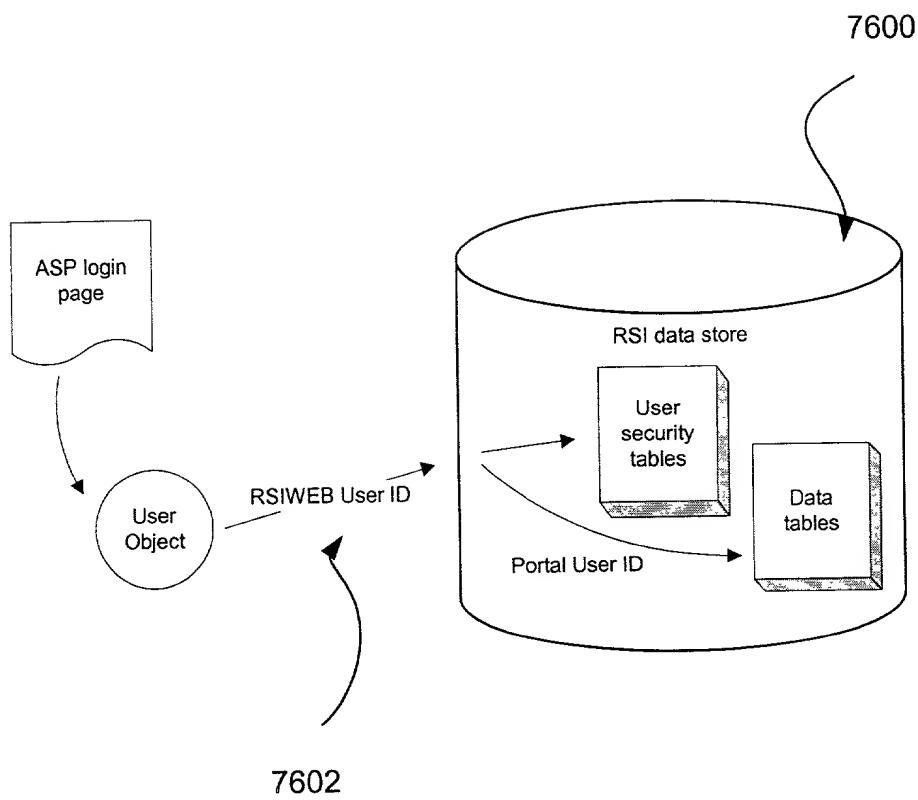


**FIG. 74**





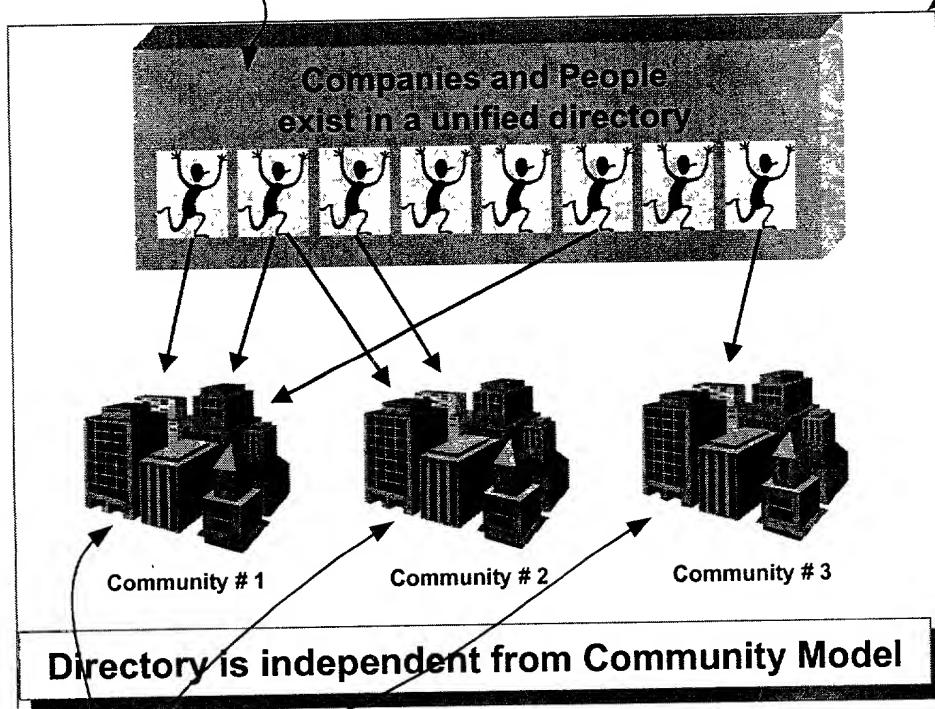
**Fig. 75**



**Fig. 76**

7700

7704



7702

Fig. 77

7800

7802

7804

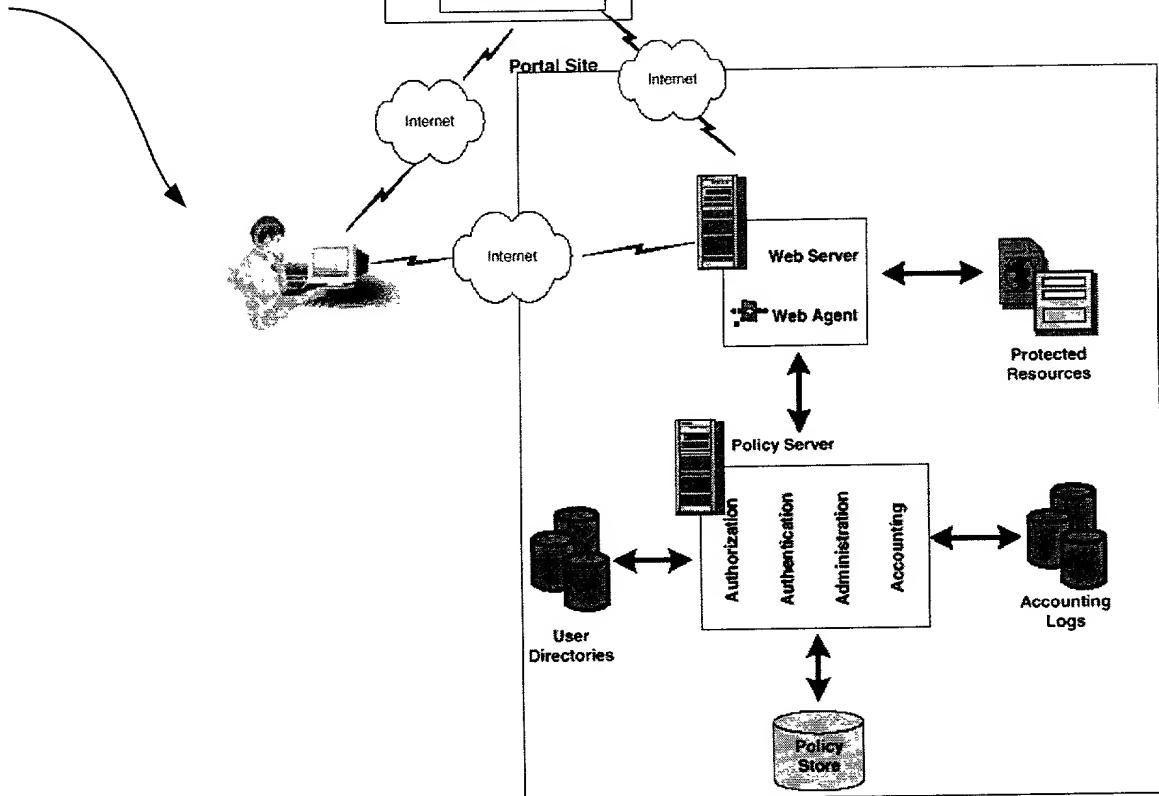


Fig. 78

7900

7902

### Policy-Based Web Security Model

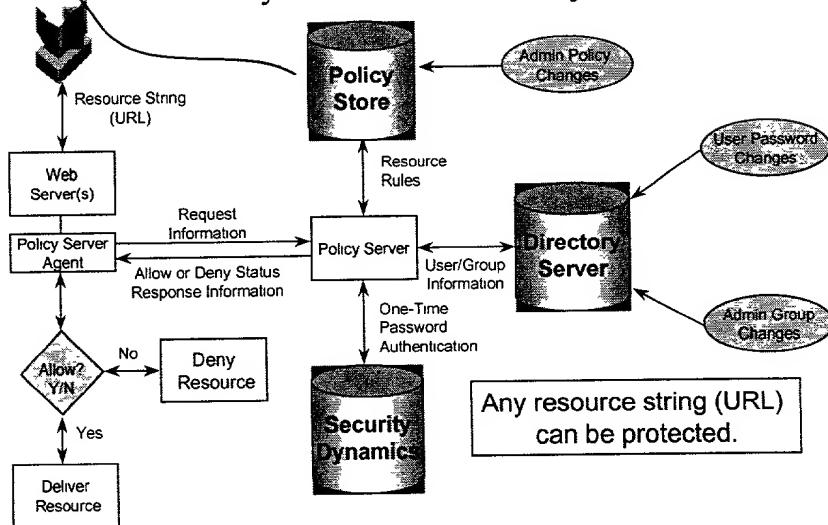
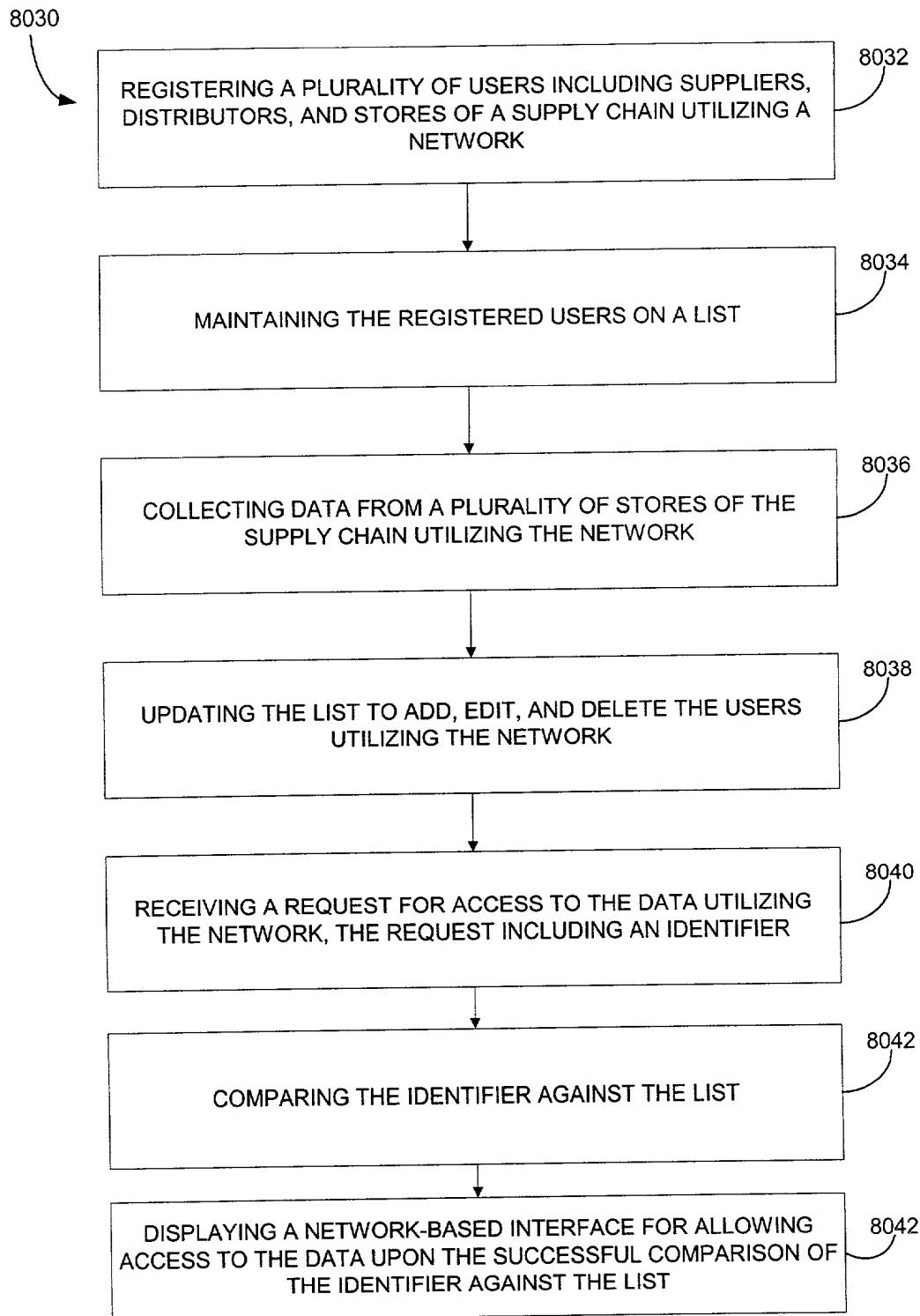
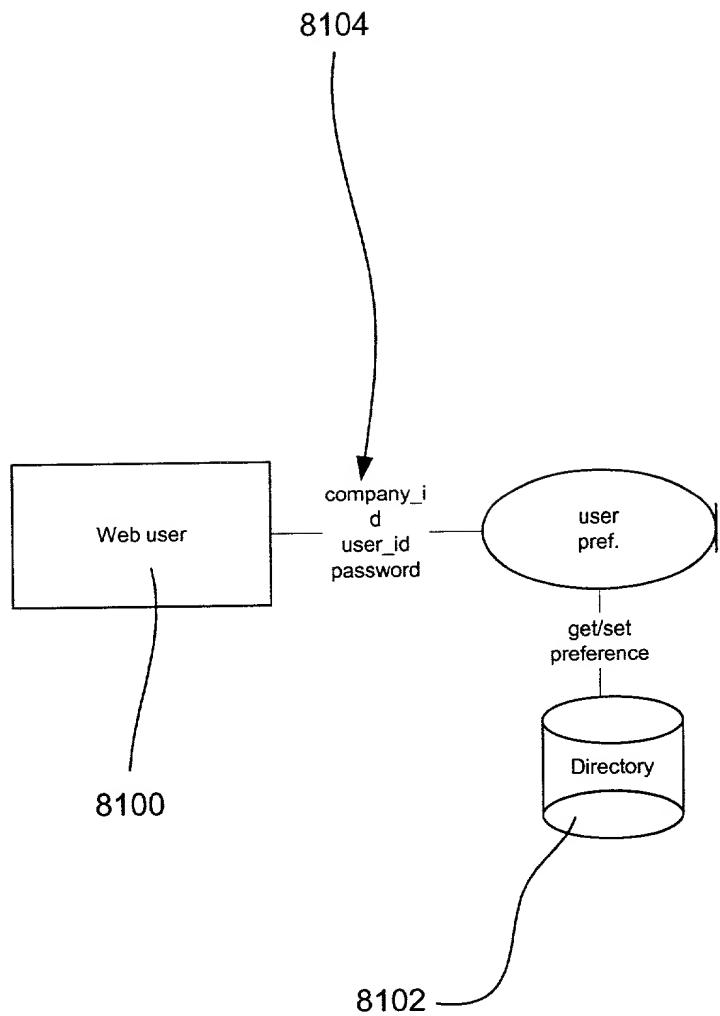


Fig. 79



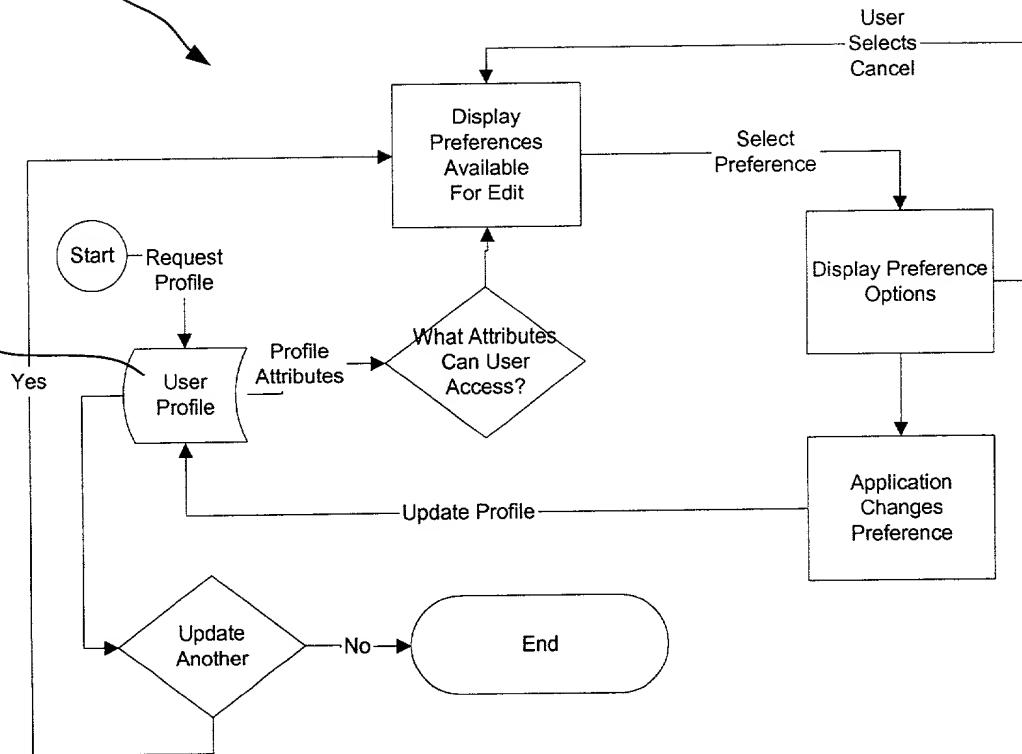
**FIG. 80**



**Fig. 81**

8200

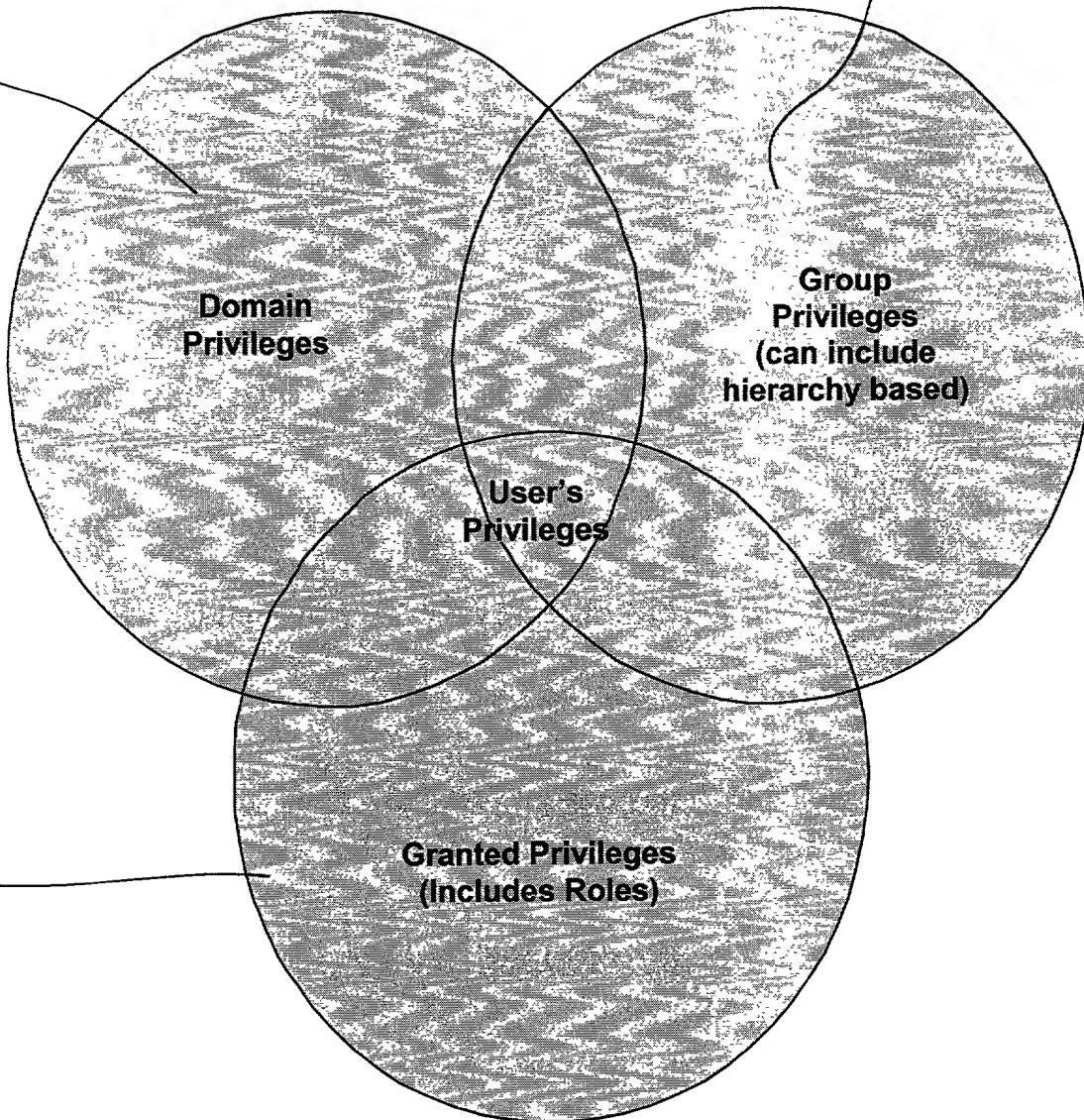
8202



**Fig. 82**

8304

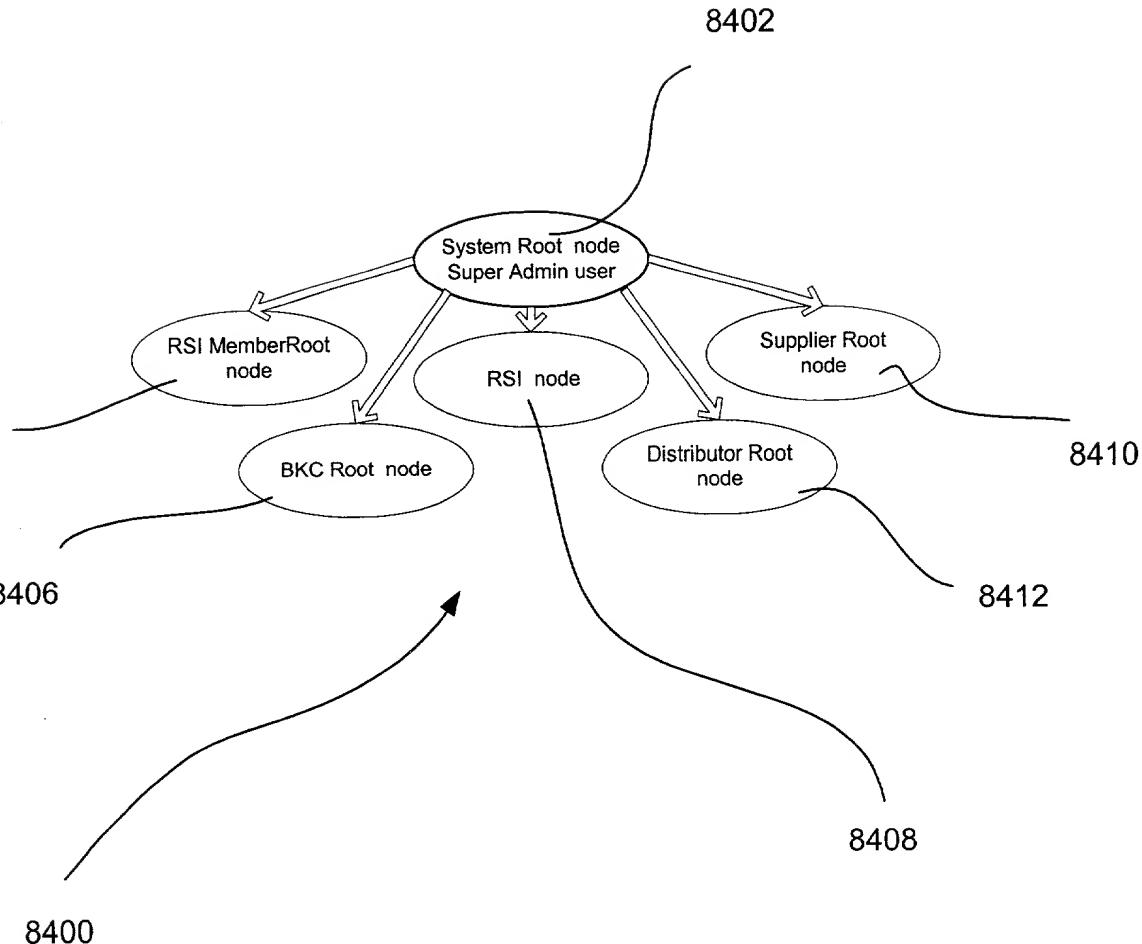
8302



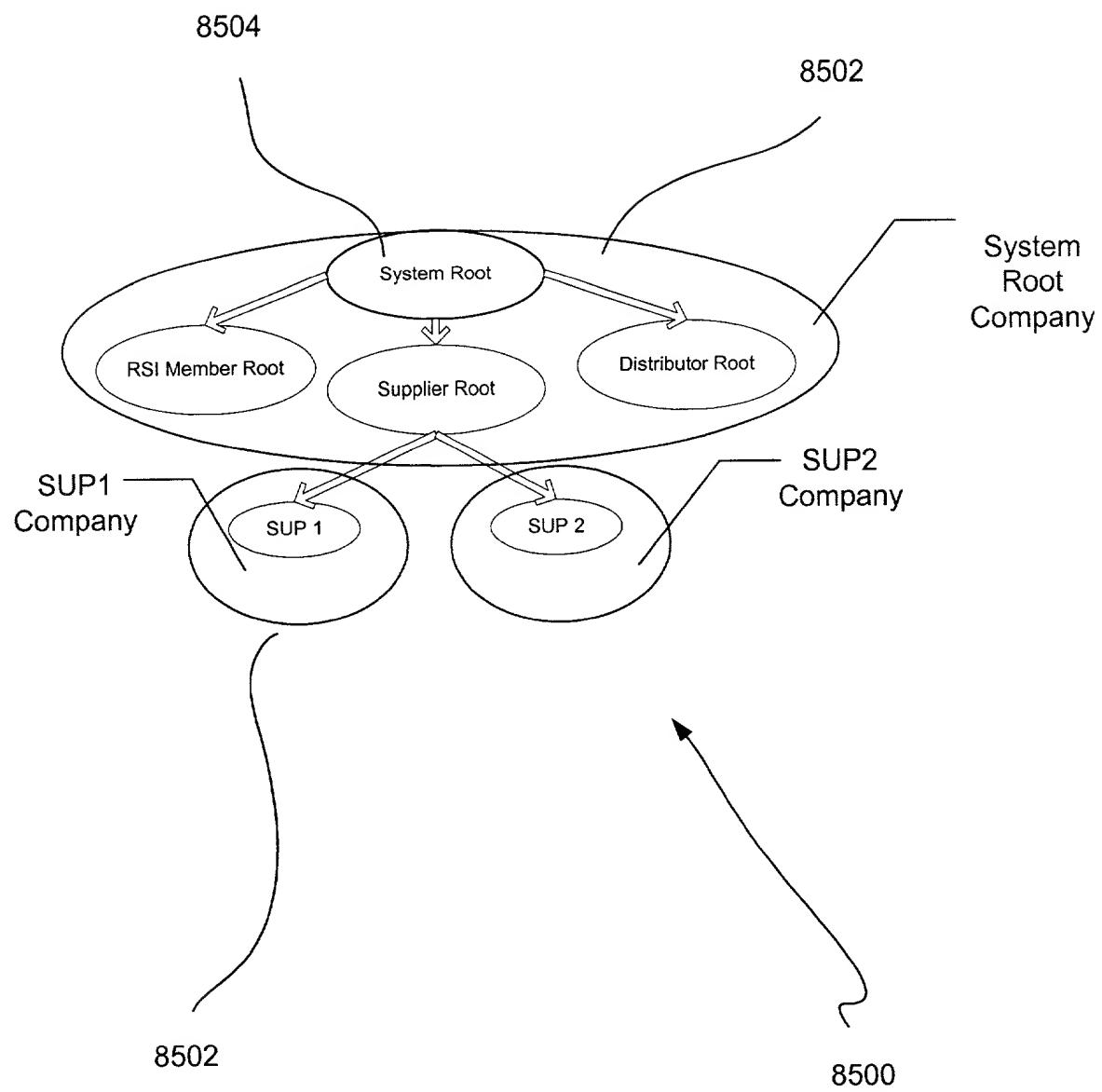
8302  
8304  
8306  
8300

**Fig. 83**

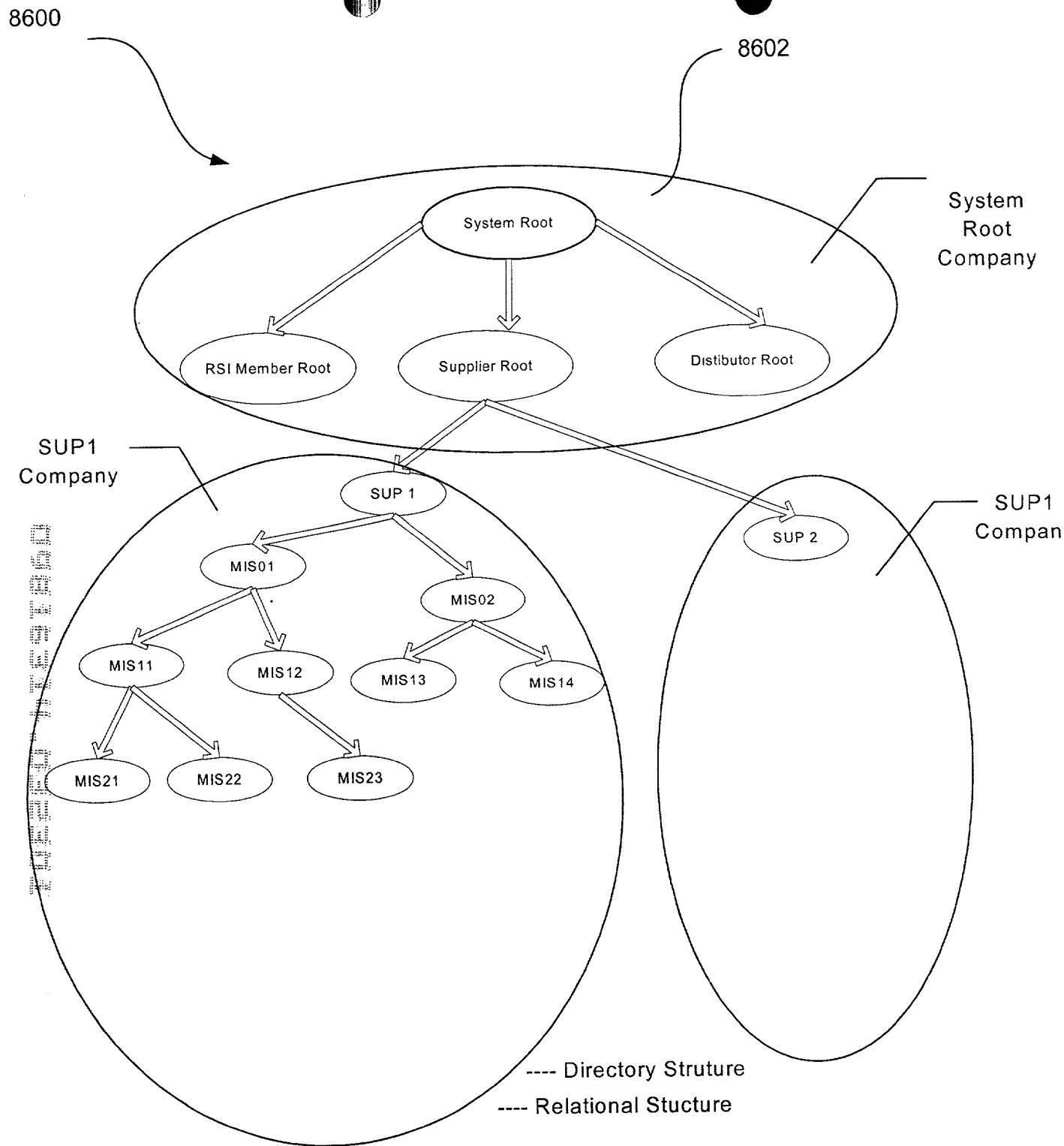
8400  
8402  
8404  
8406  
8408  
8410  
8412



**Fig. 84**

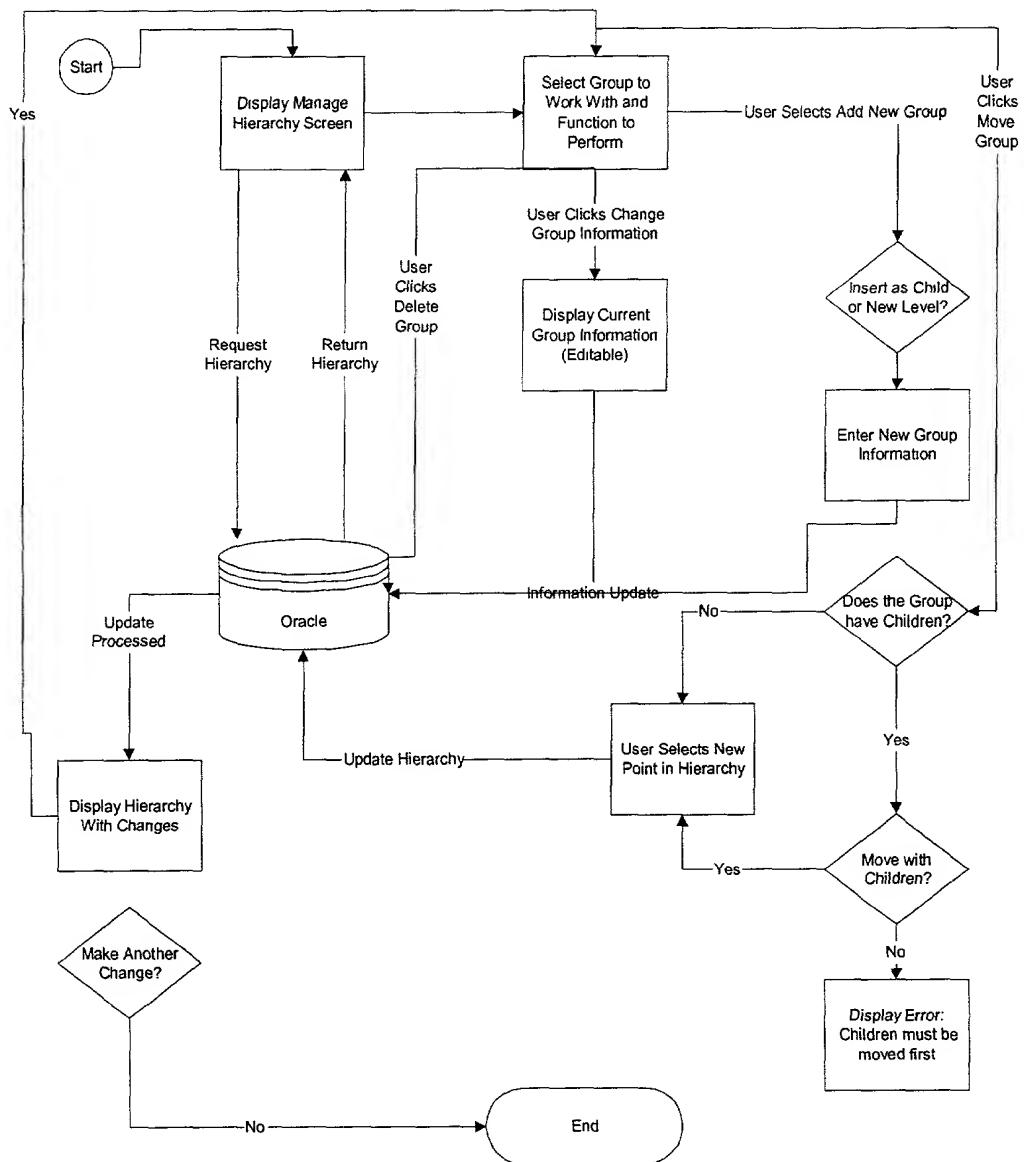


**Fig. 85**



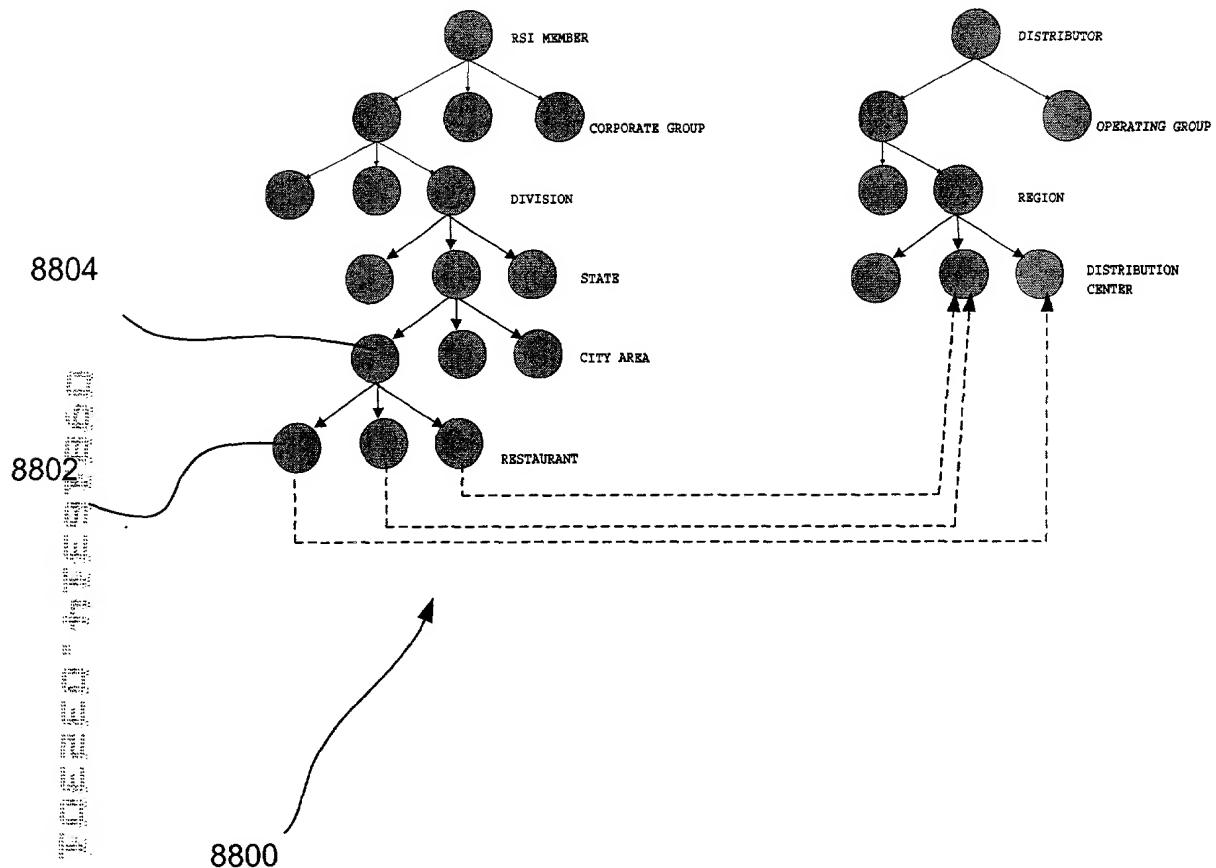
**Fig. 86**

### Group Hierarchy Management: Data Flow



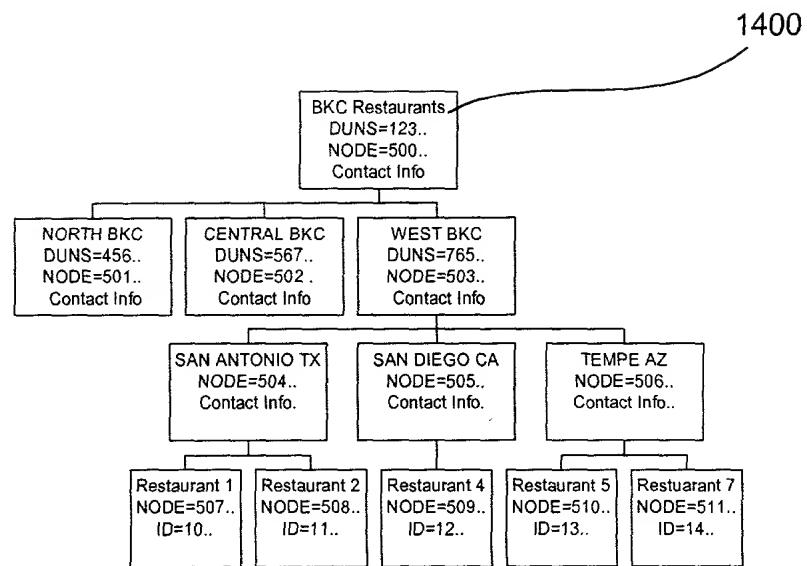
**Fig. 87**

8800

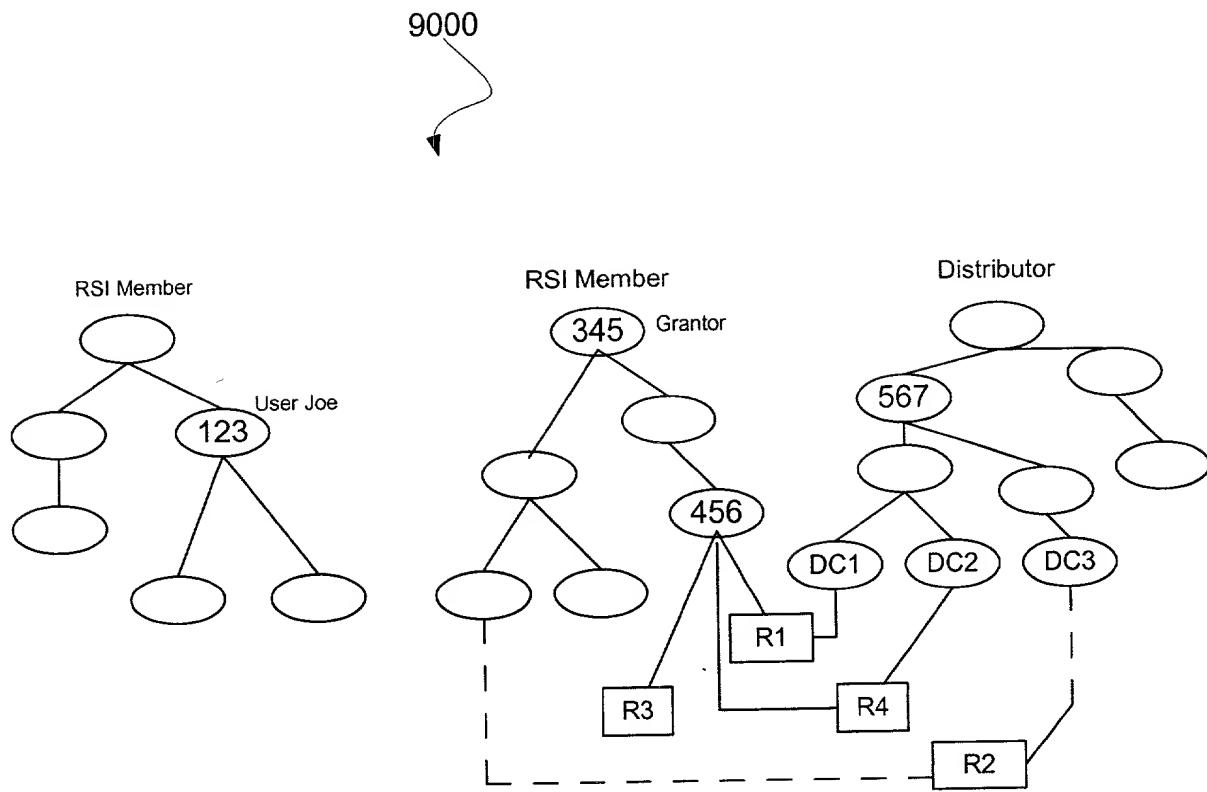


**Fig. 88**

8902



**Fig. 89**



**FIG. 90**

9100

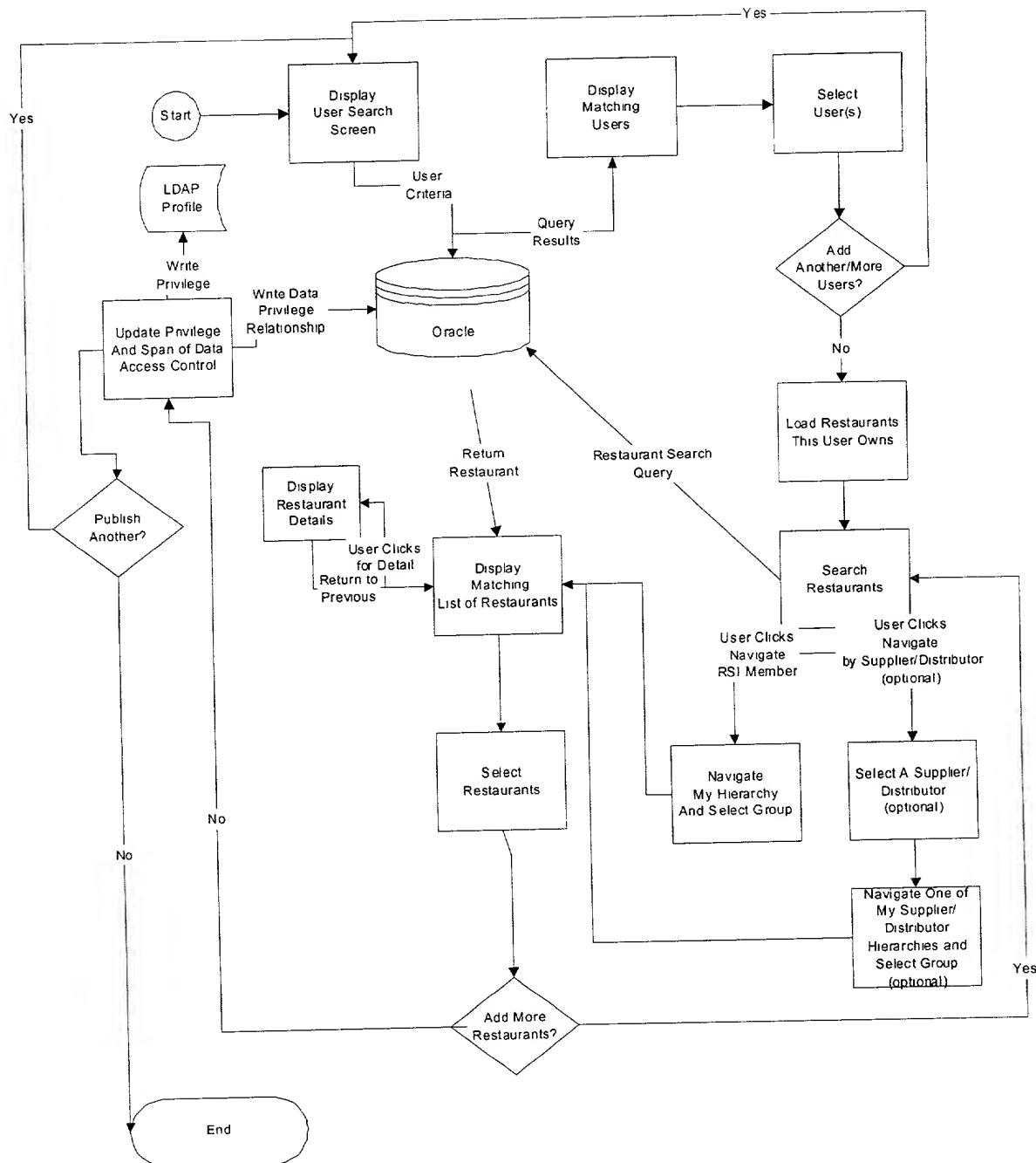
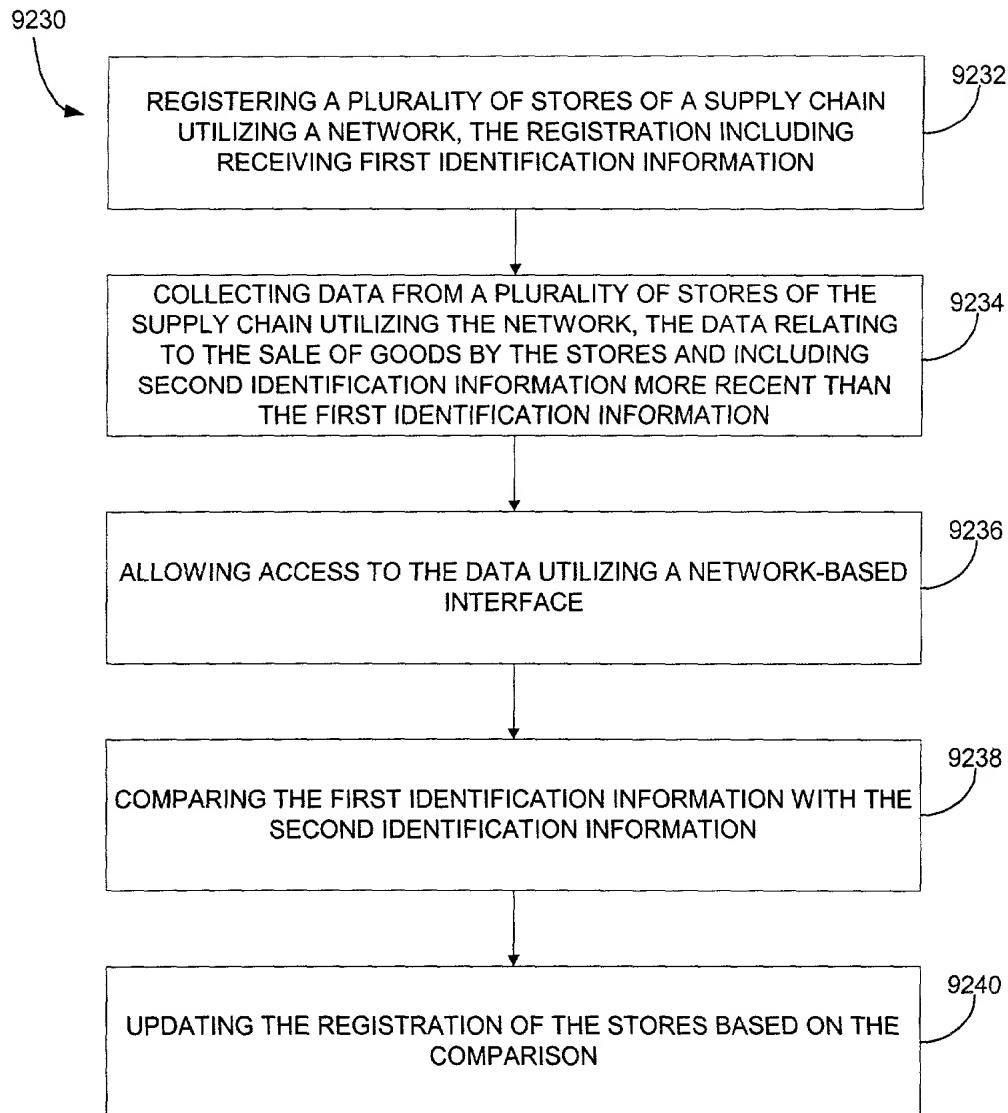
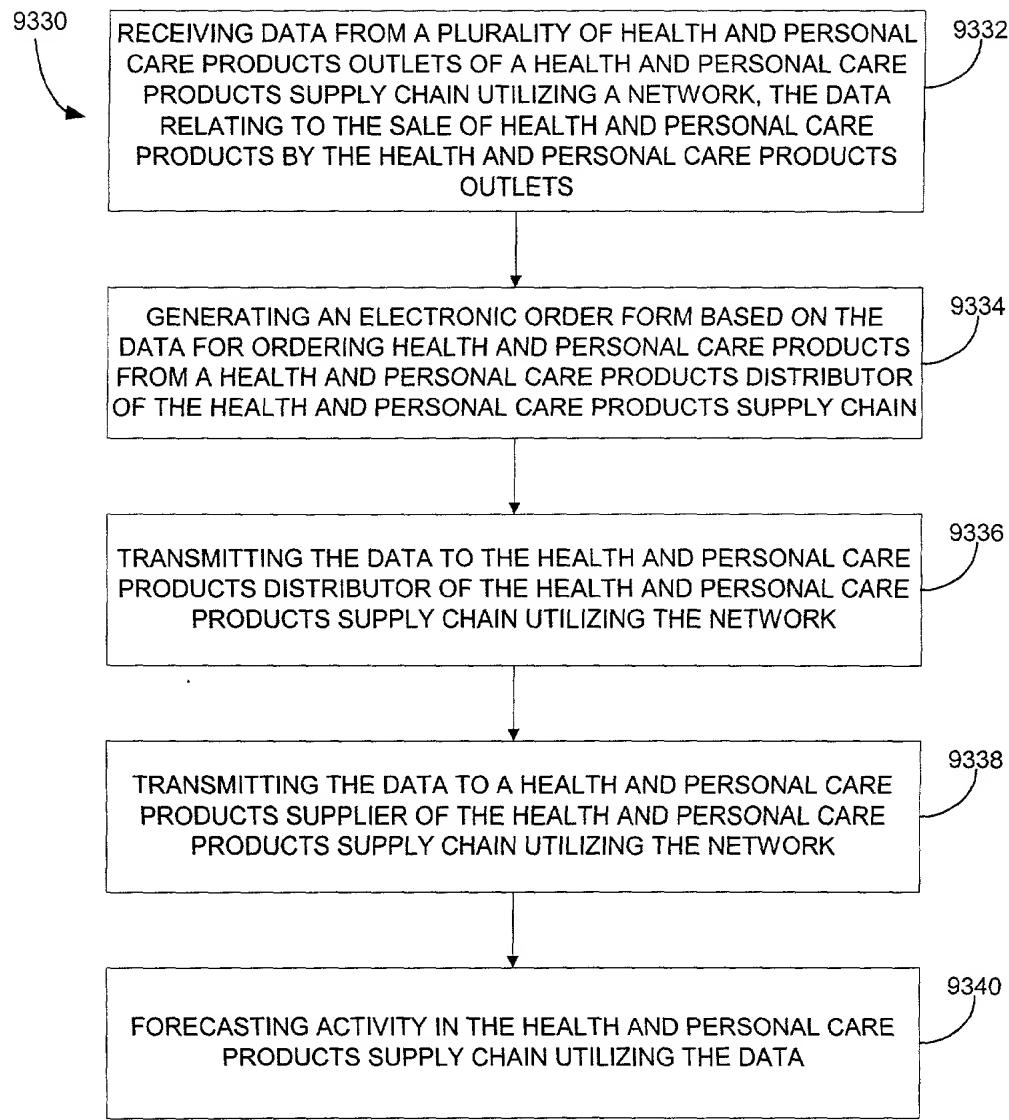


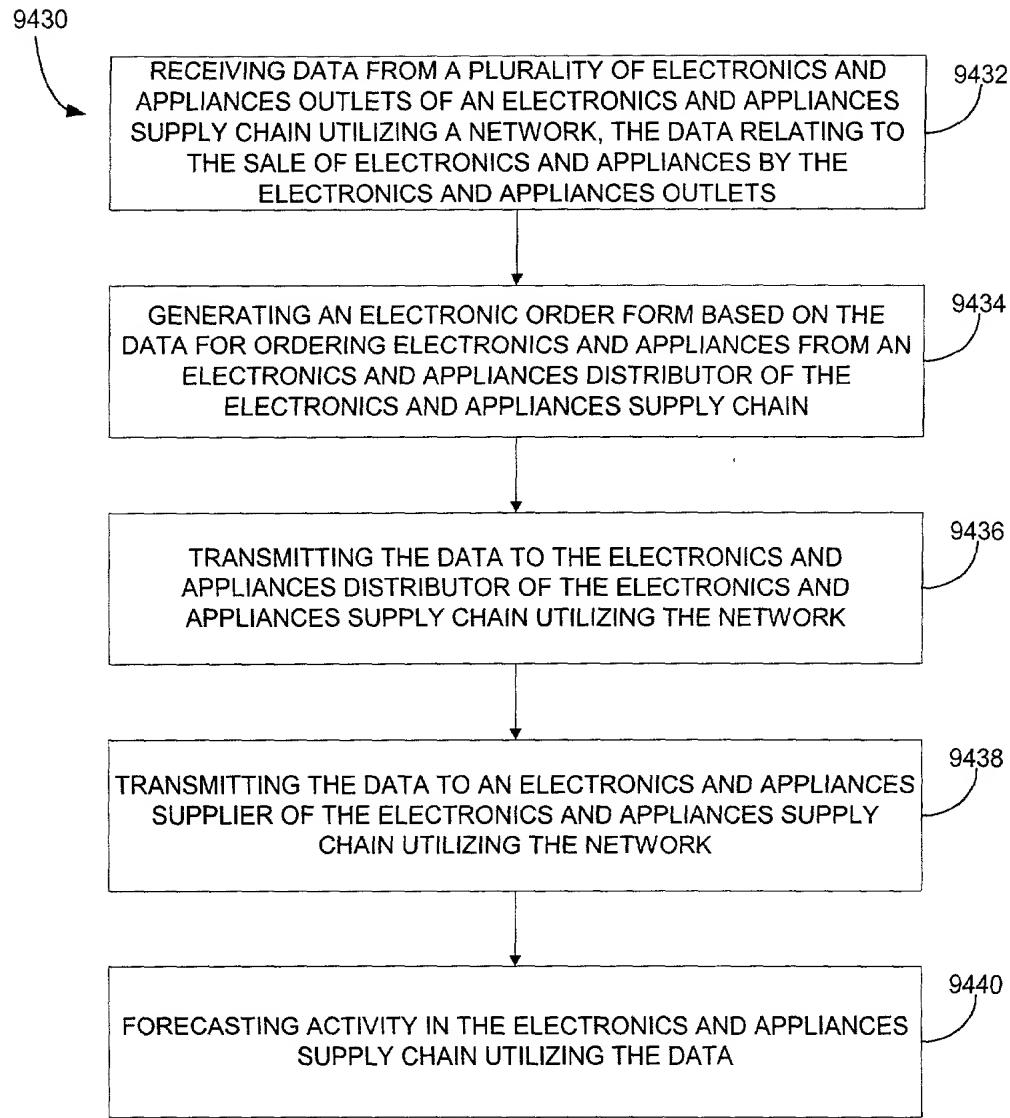
Fig. 91



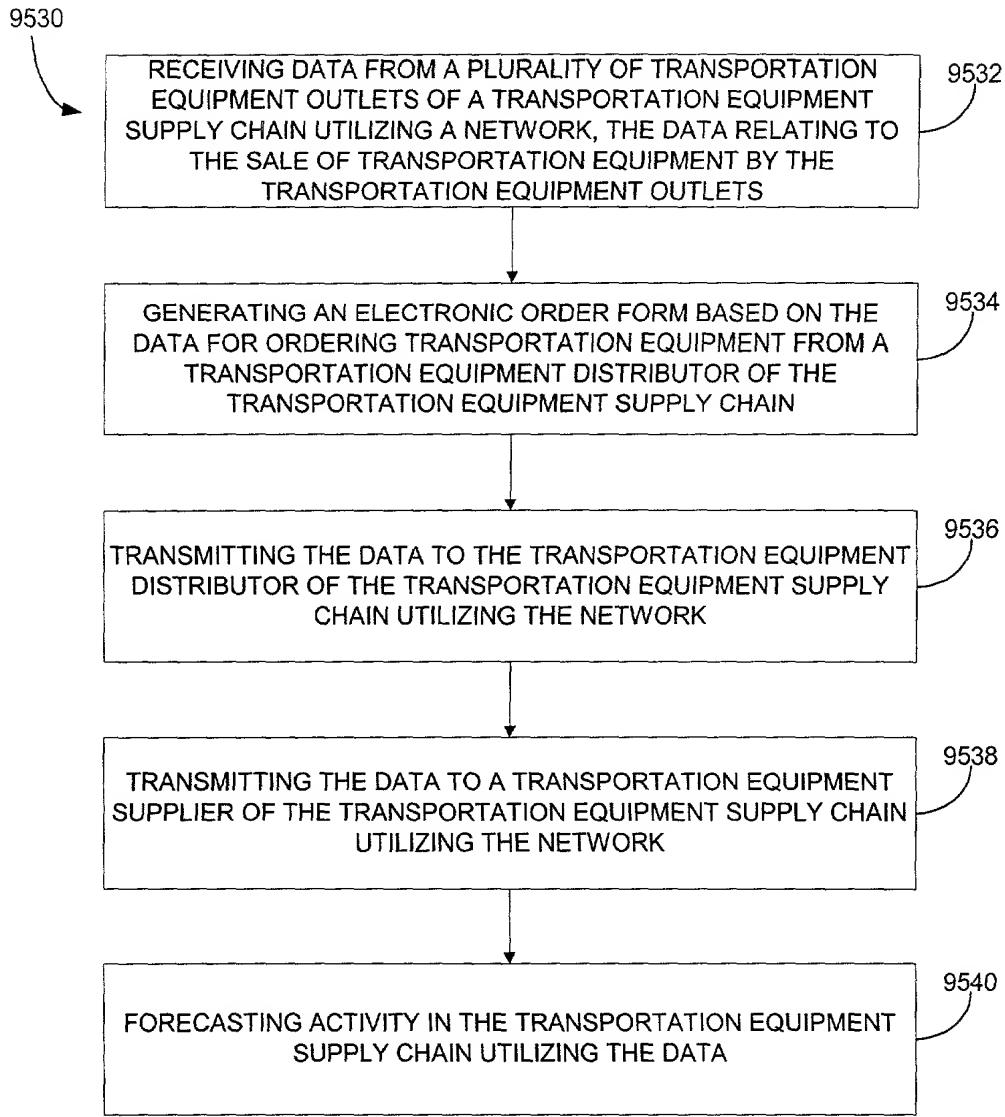
**FIG. 92**



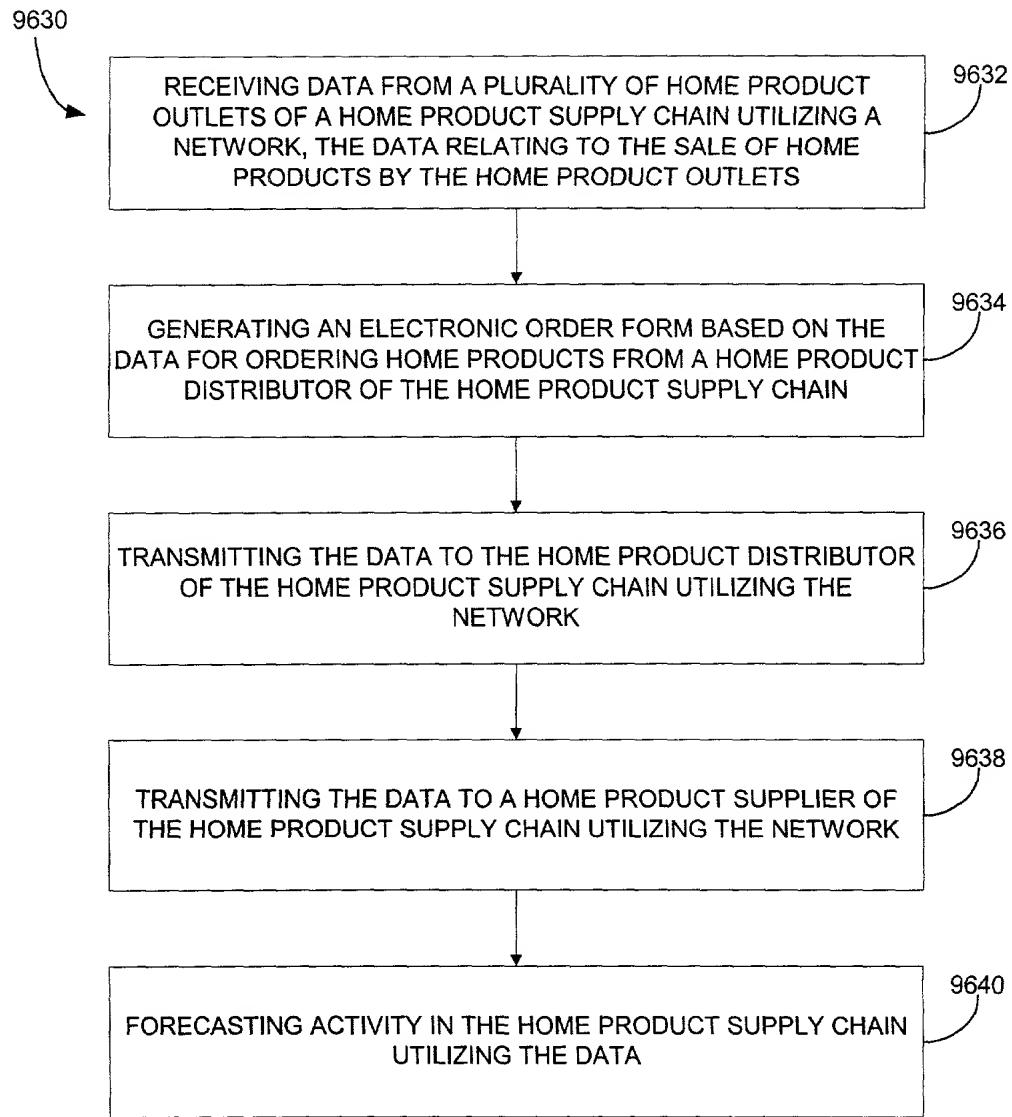
**FIG. 93**



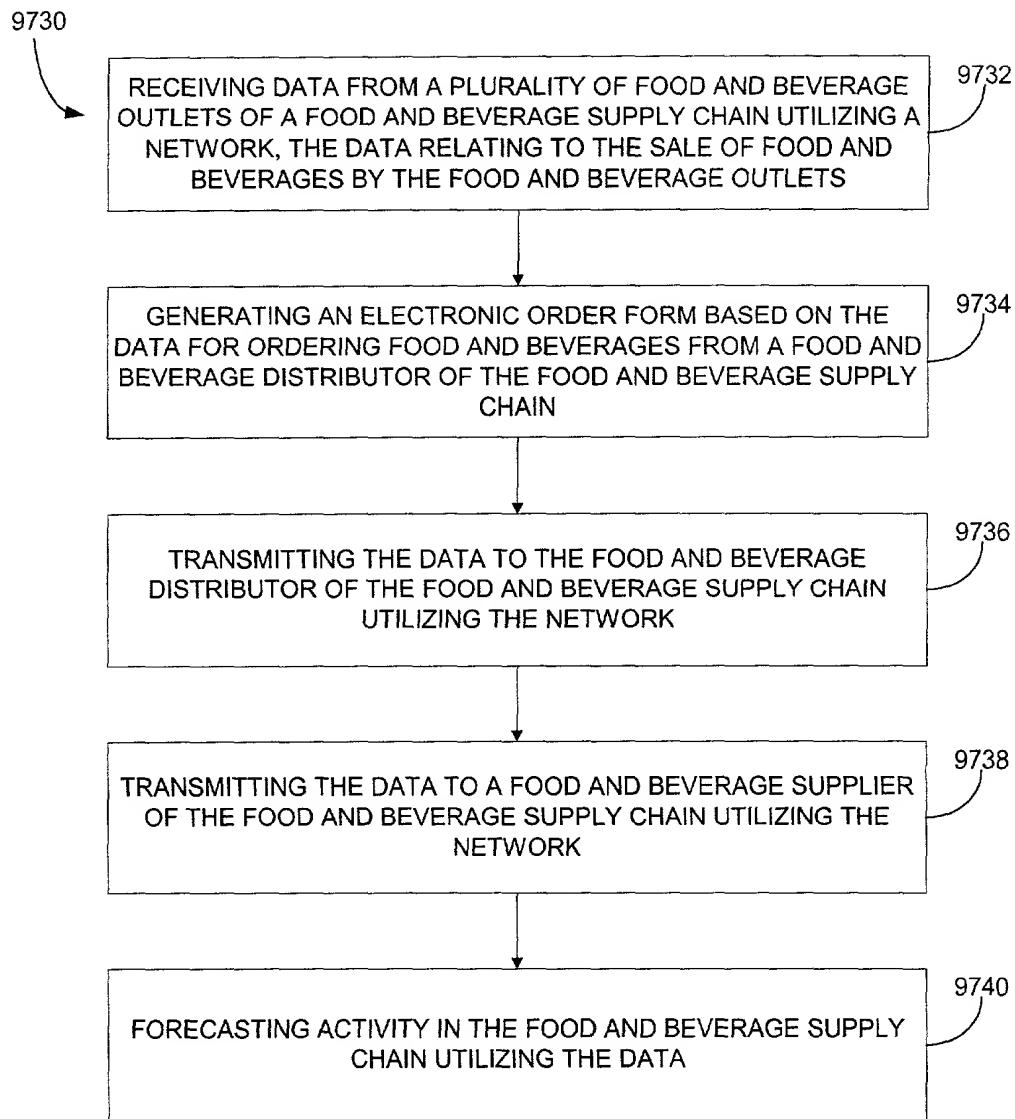
**FIG. 94**



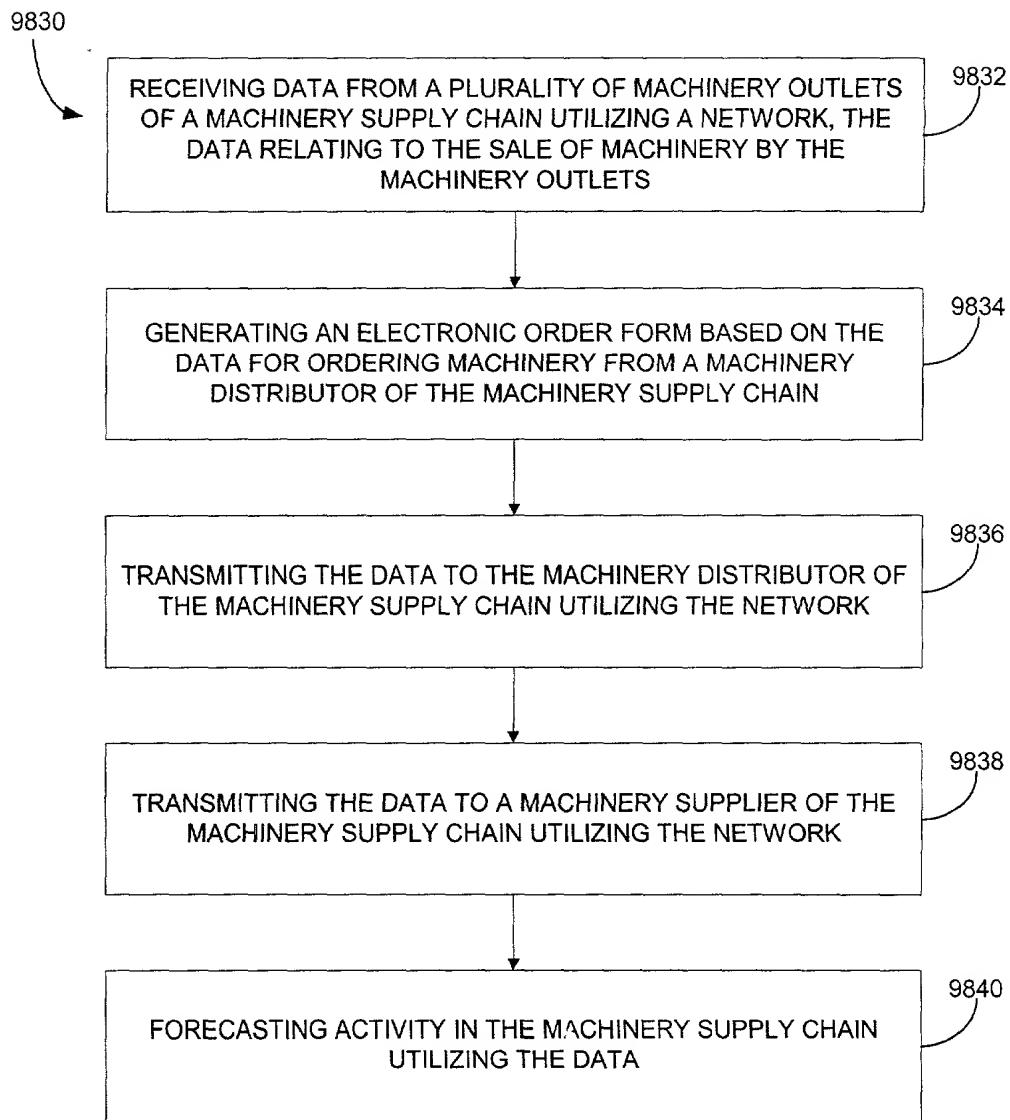
**FIG. 95**



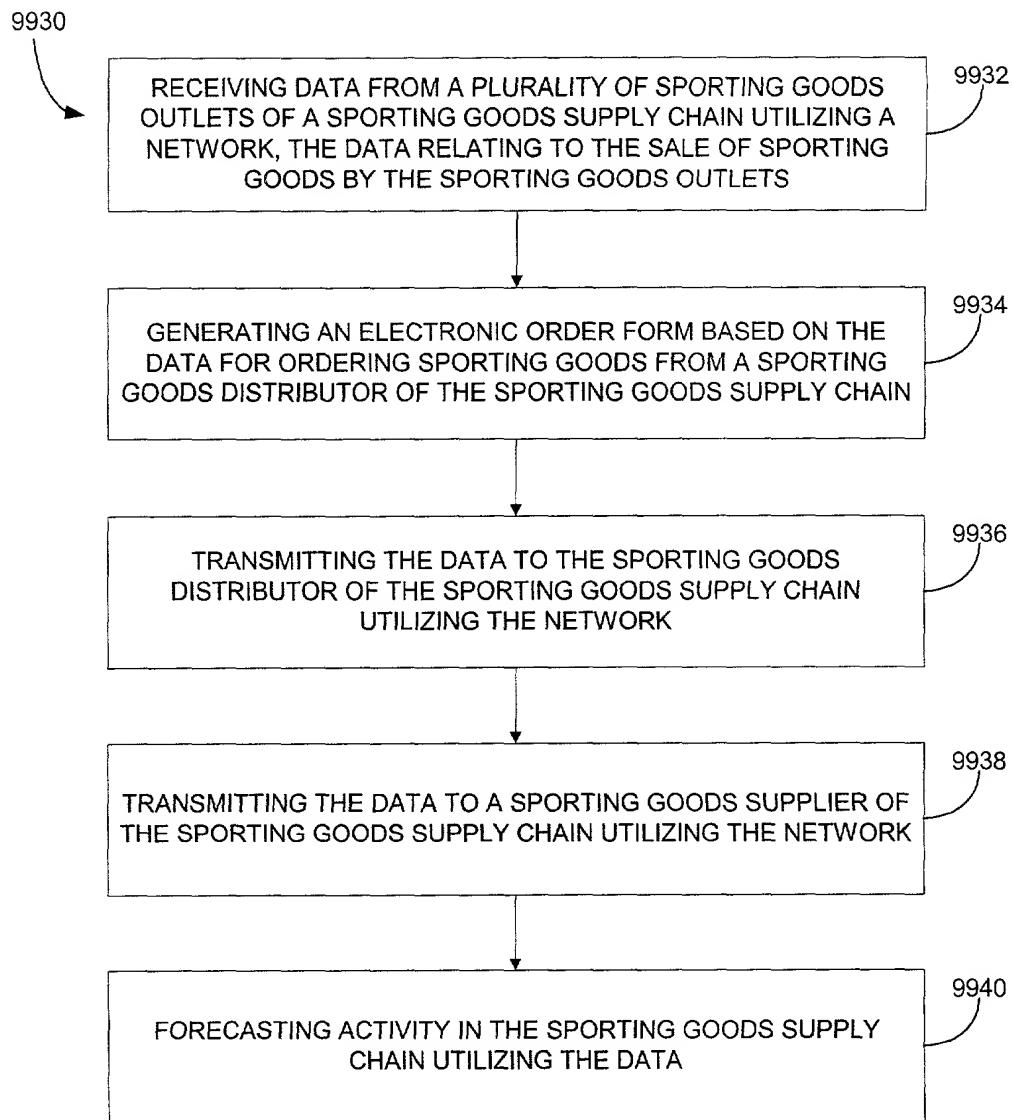
**FIG. 96**



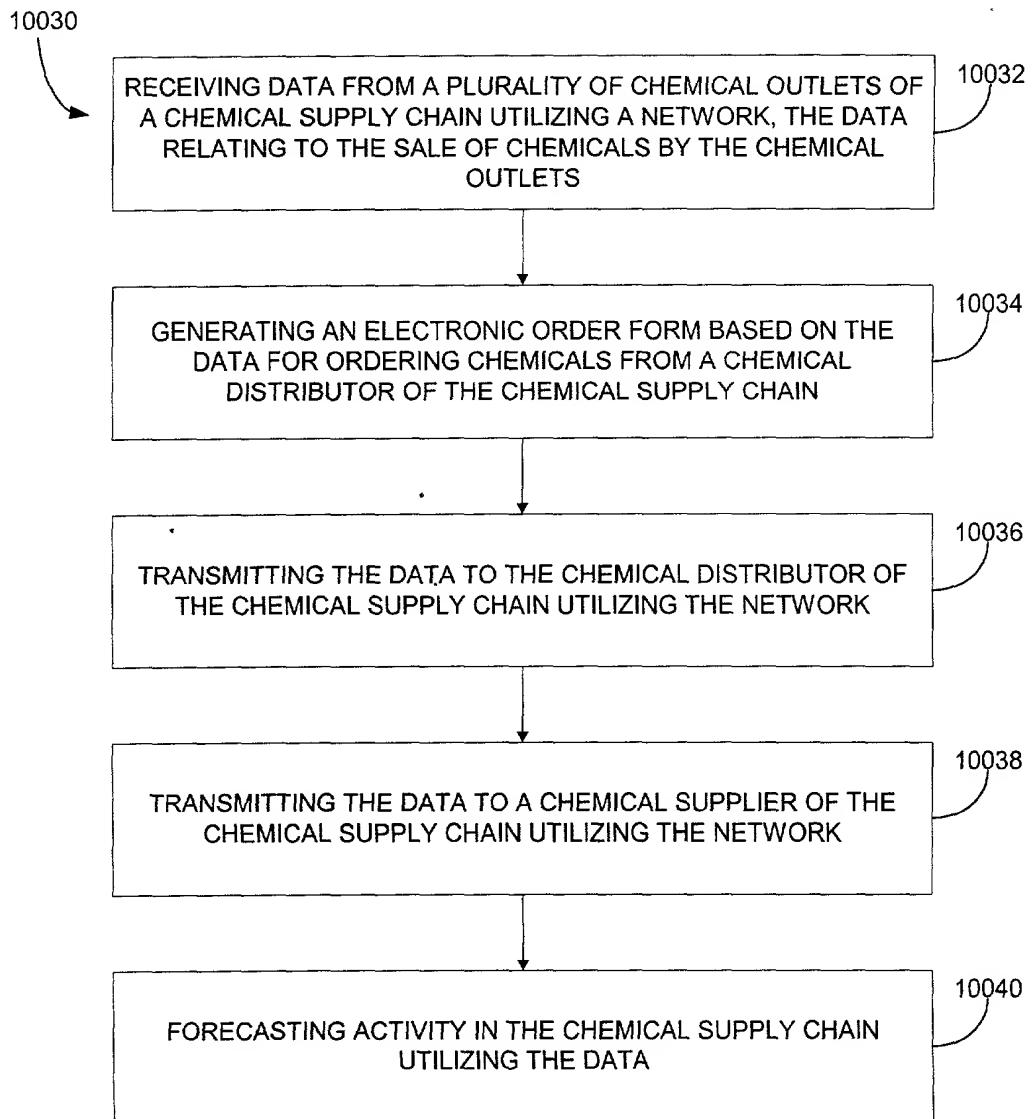
**FIG. 97**



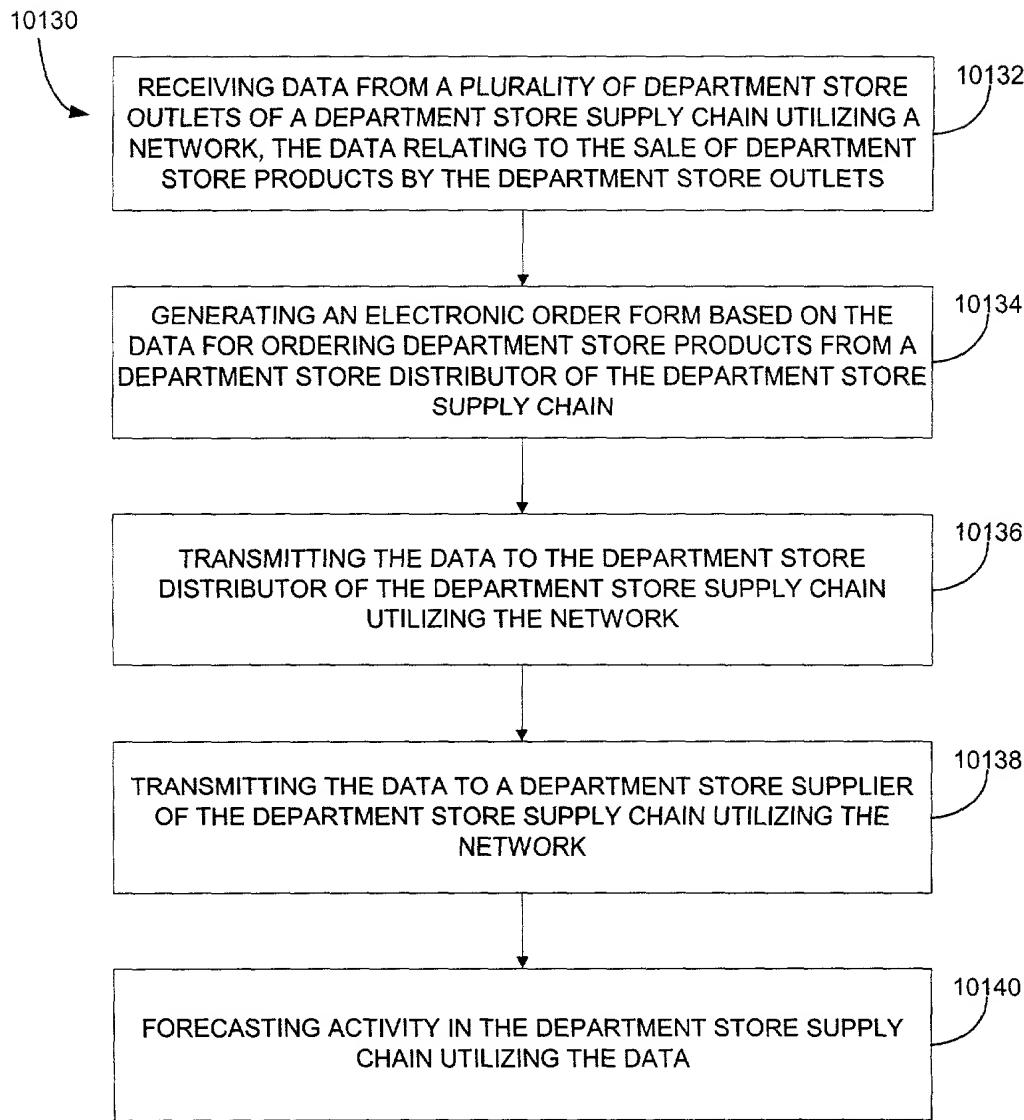
**FIG. 98**



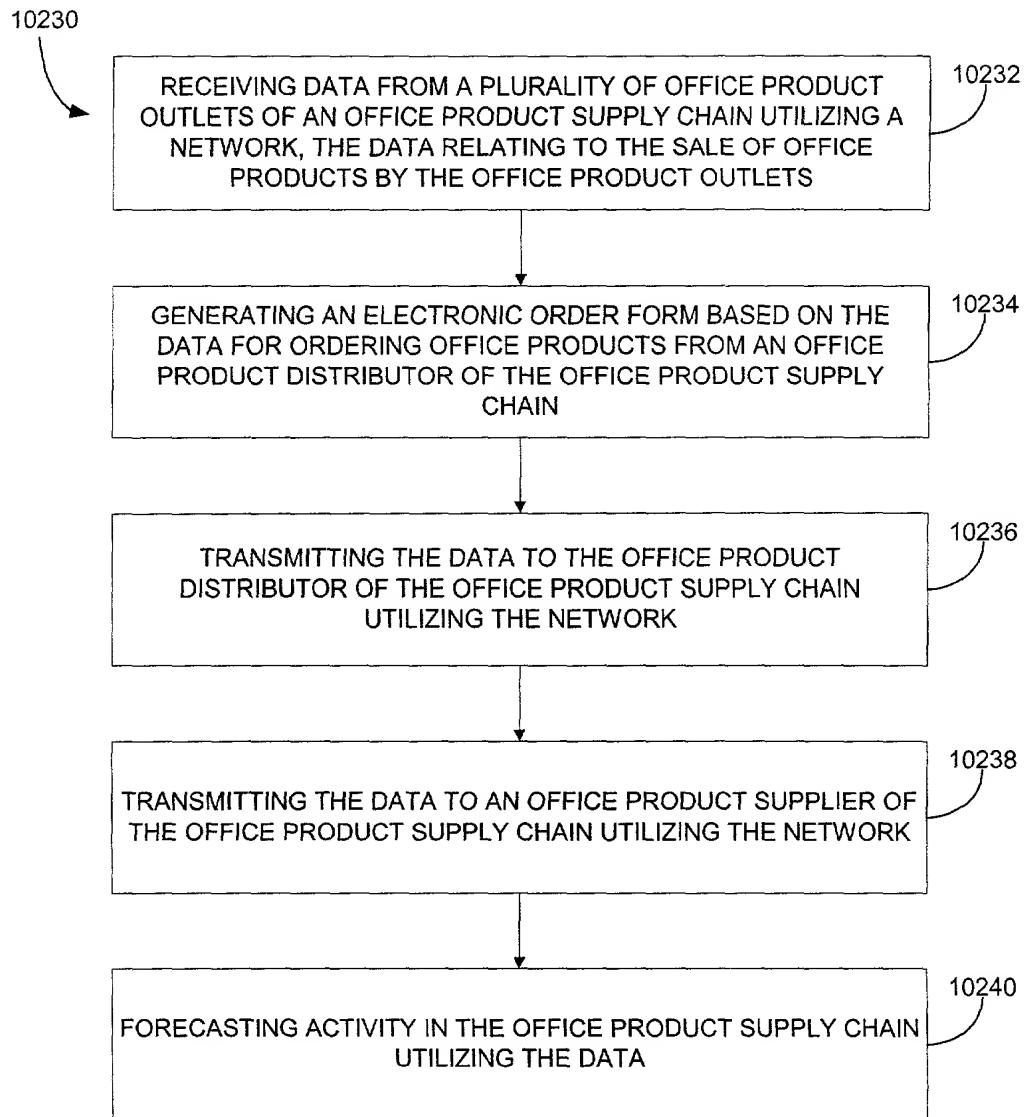
**FIG. 99**



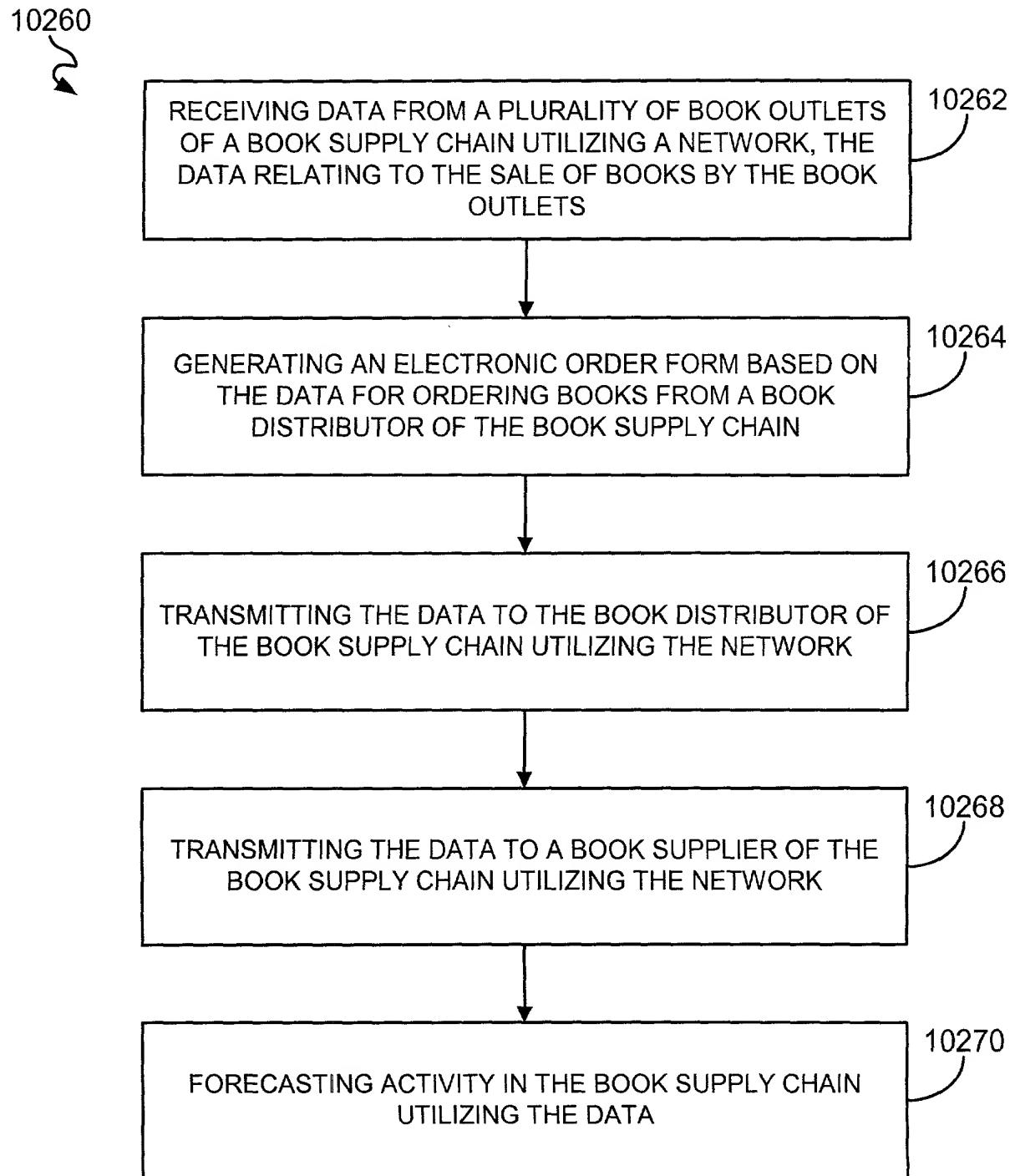
**FIG. 100**



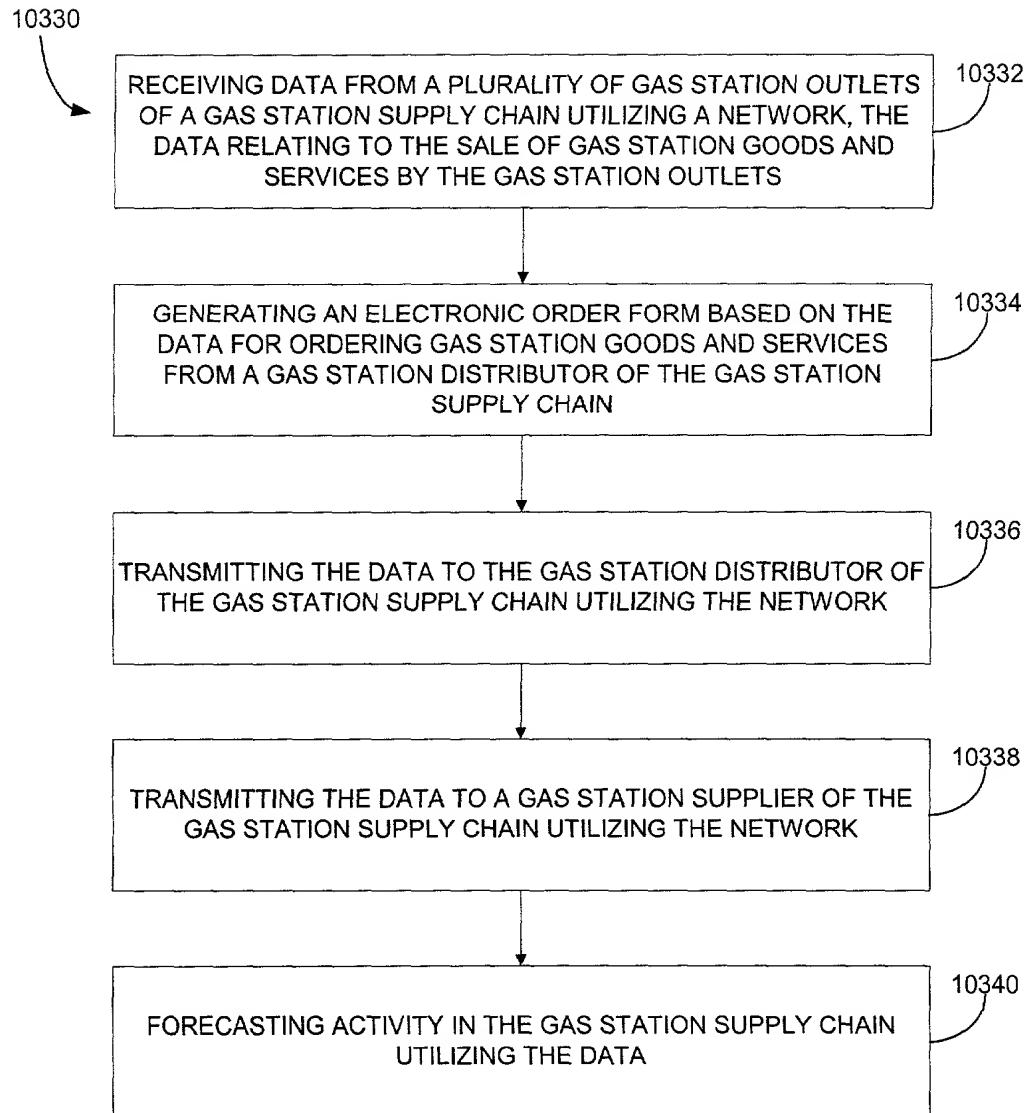
**FIG. 101**



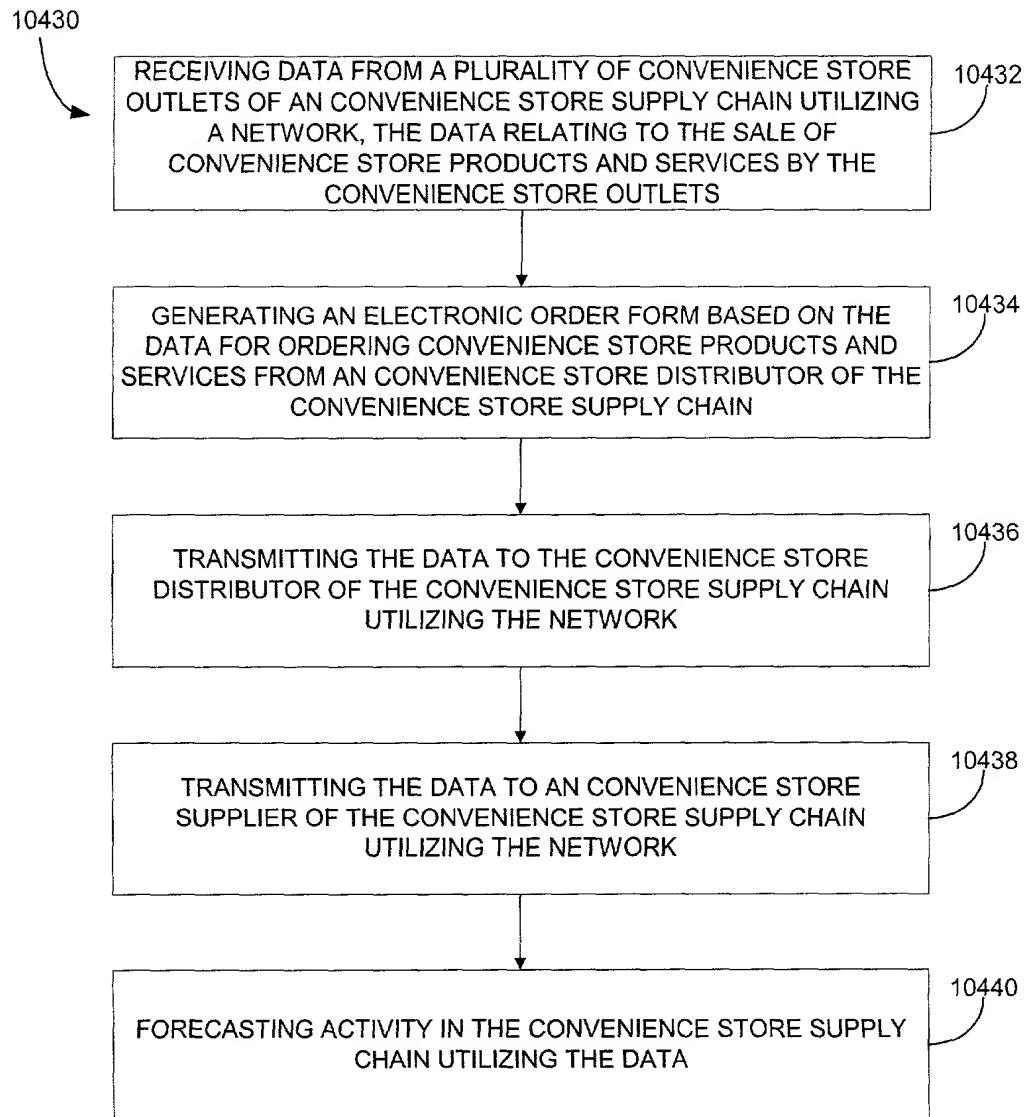
**FIG. 102A**



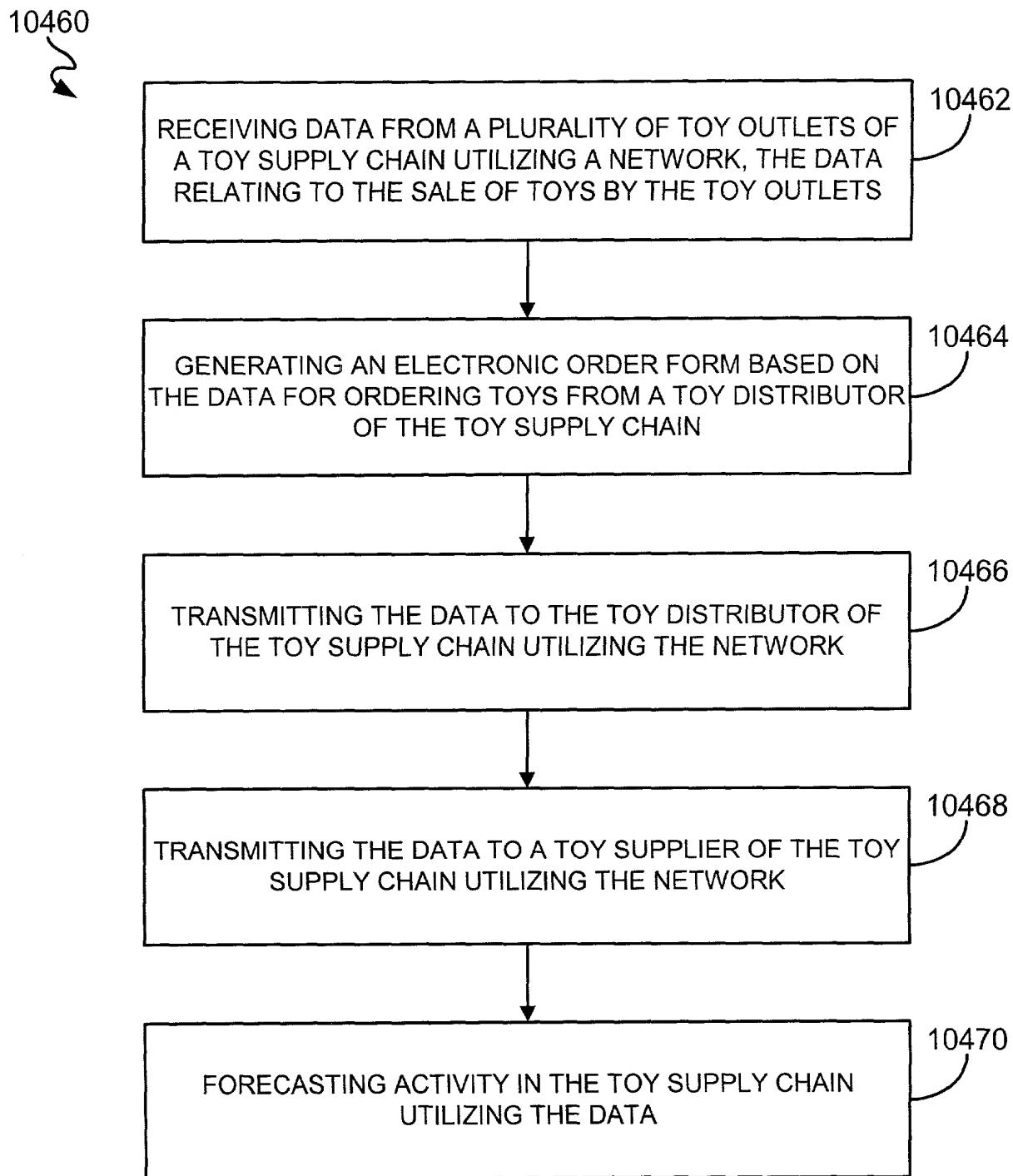
**FIG. 102B**



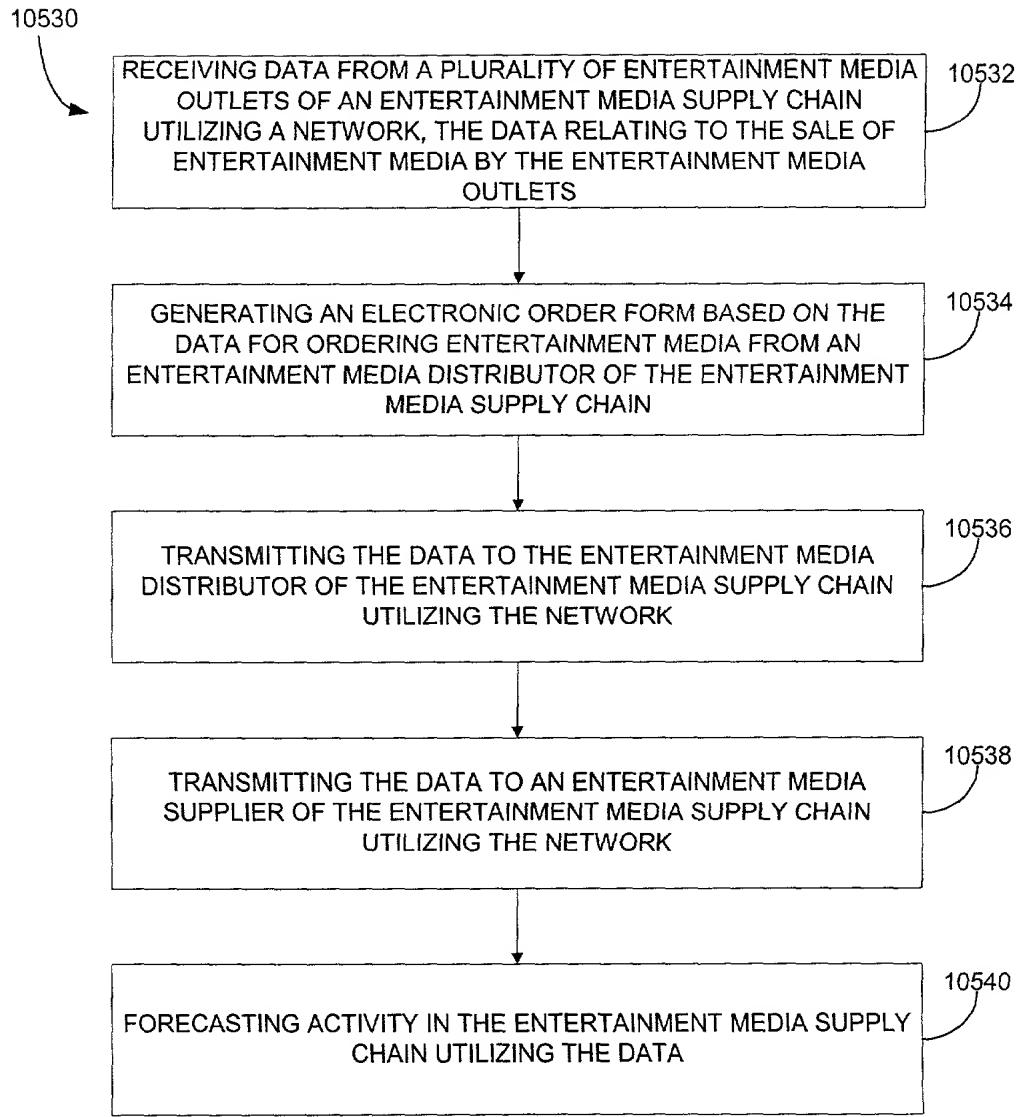
**FIG. 103**



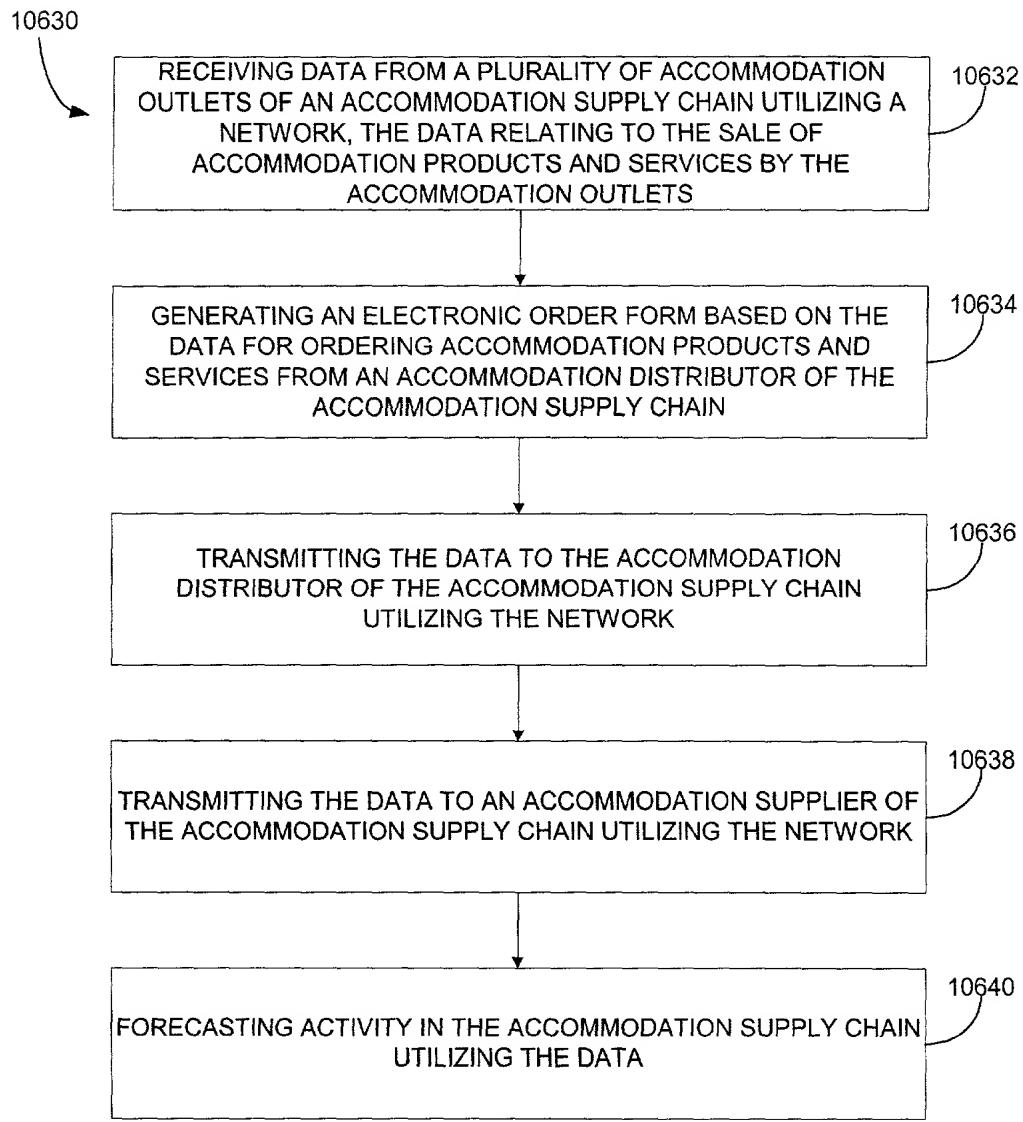
**FIG. 104A**



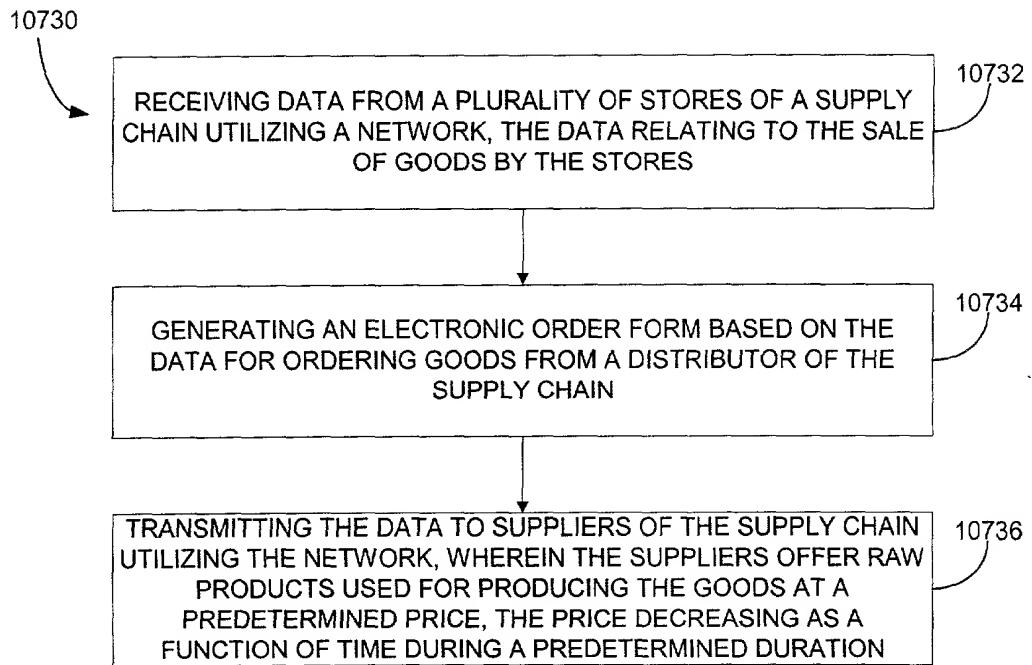
**FIG. 104B**



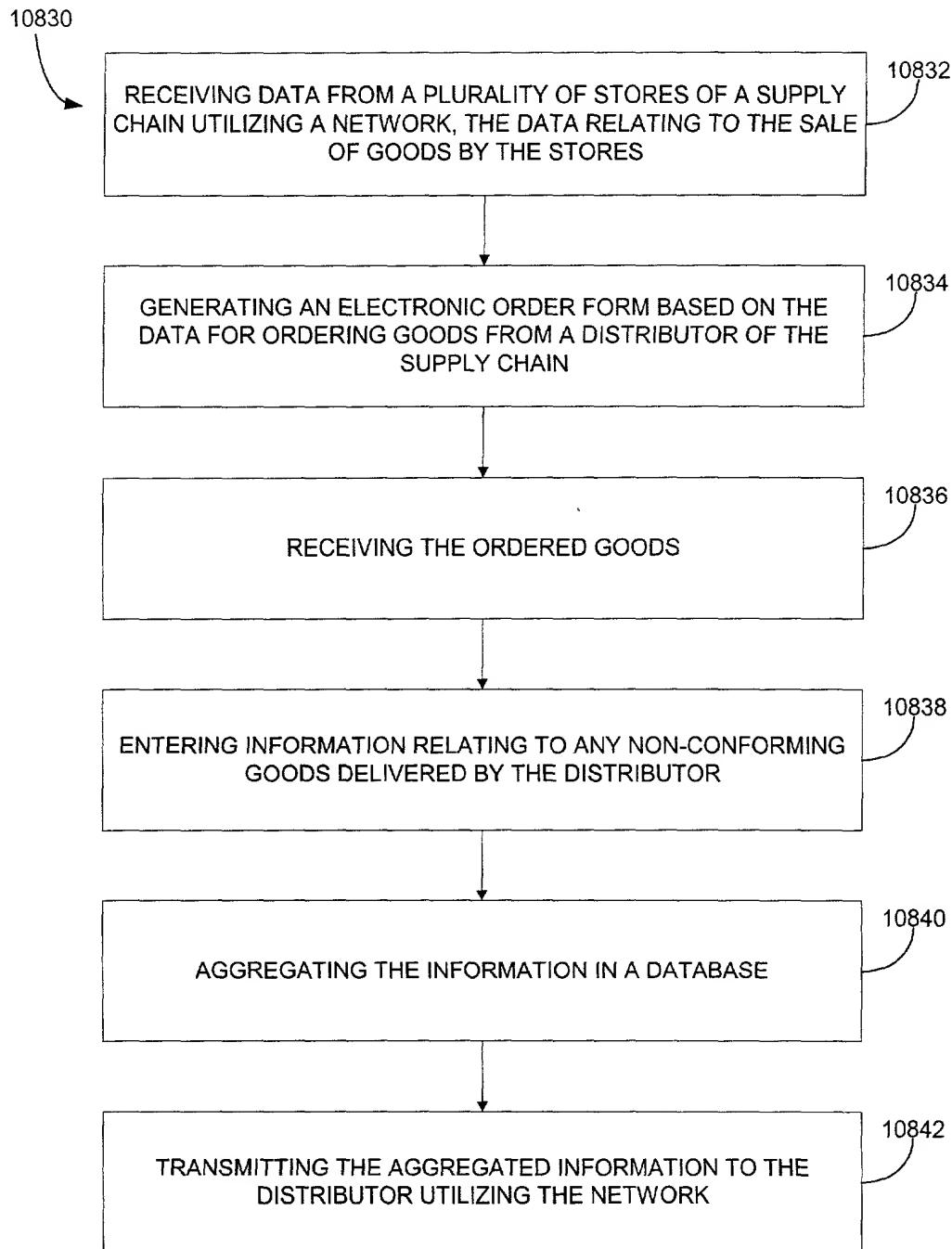
**FIG. 105**



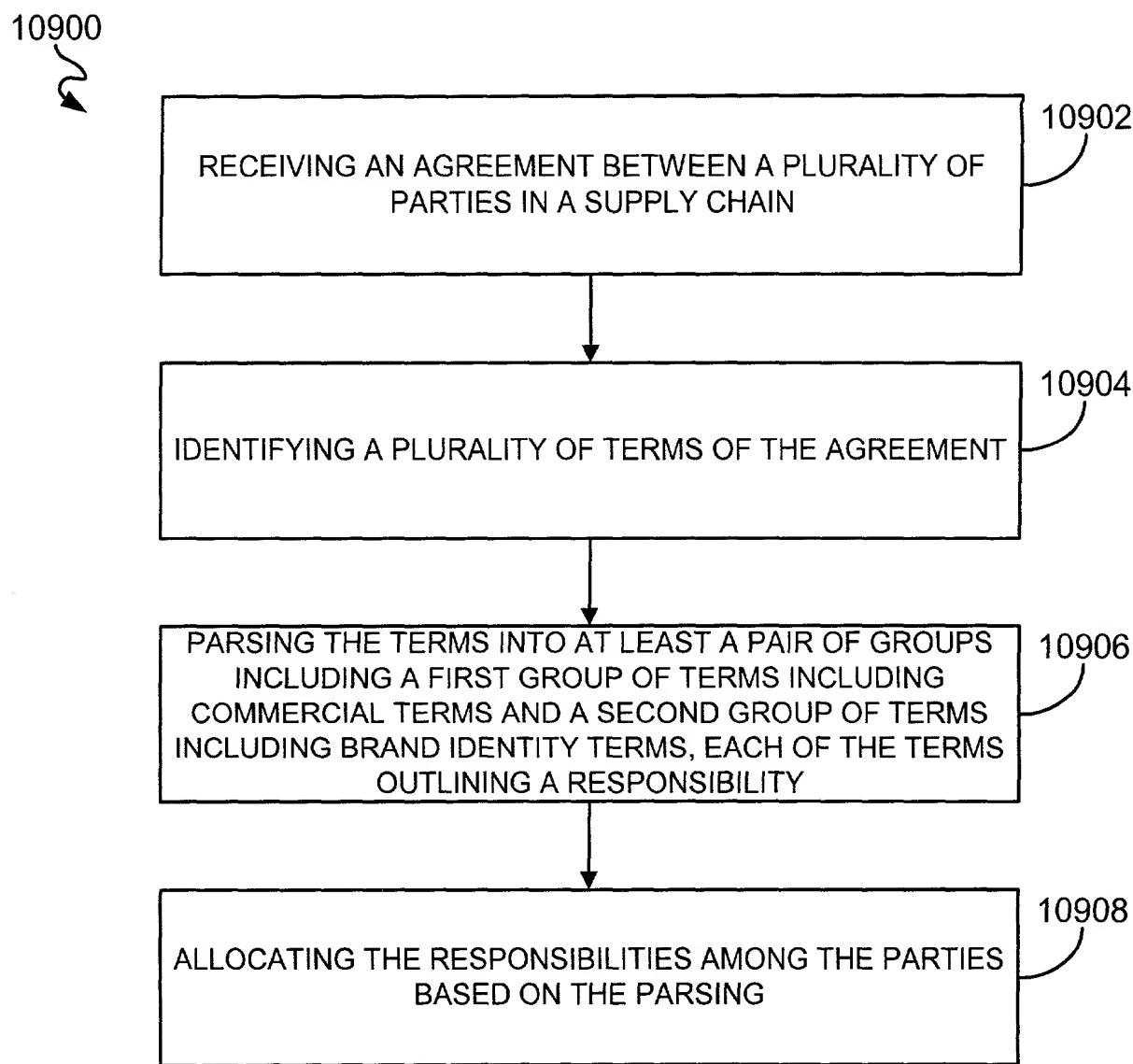
**FIG. 106**



**FIG. 107**

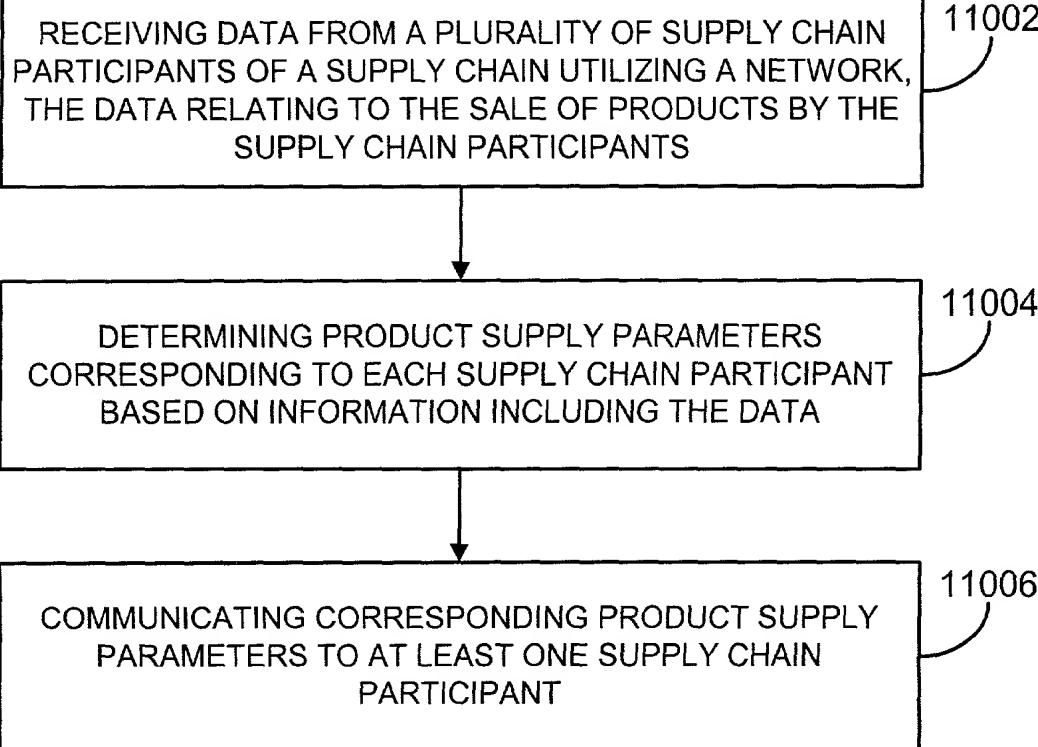


**FIG. 108**

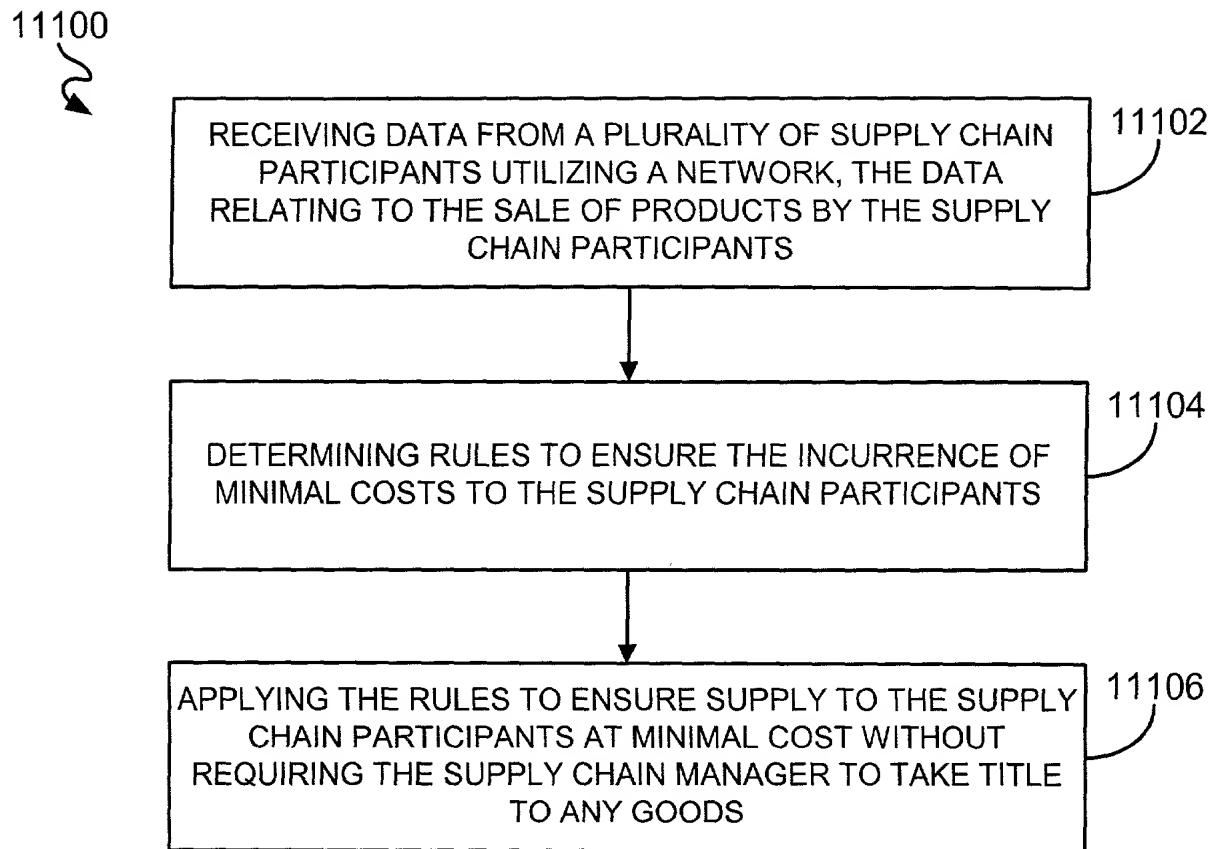


**FIG. 109**

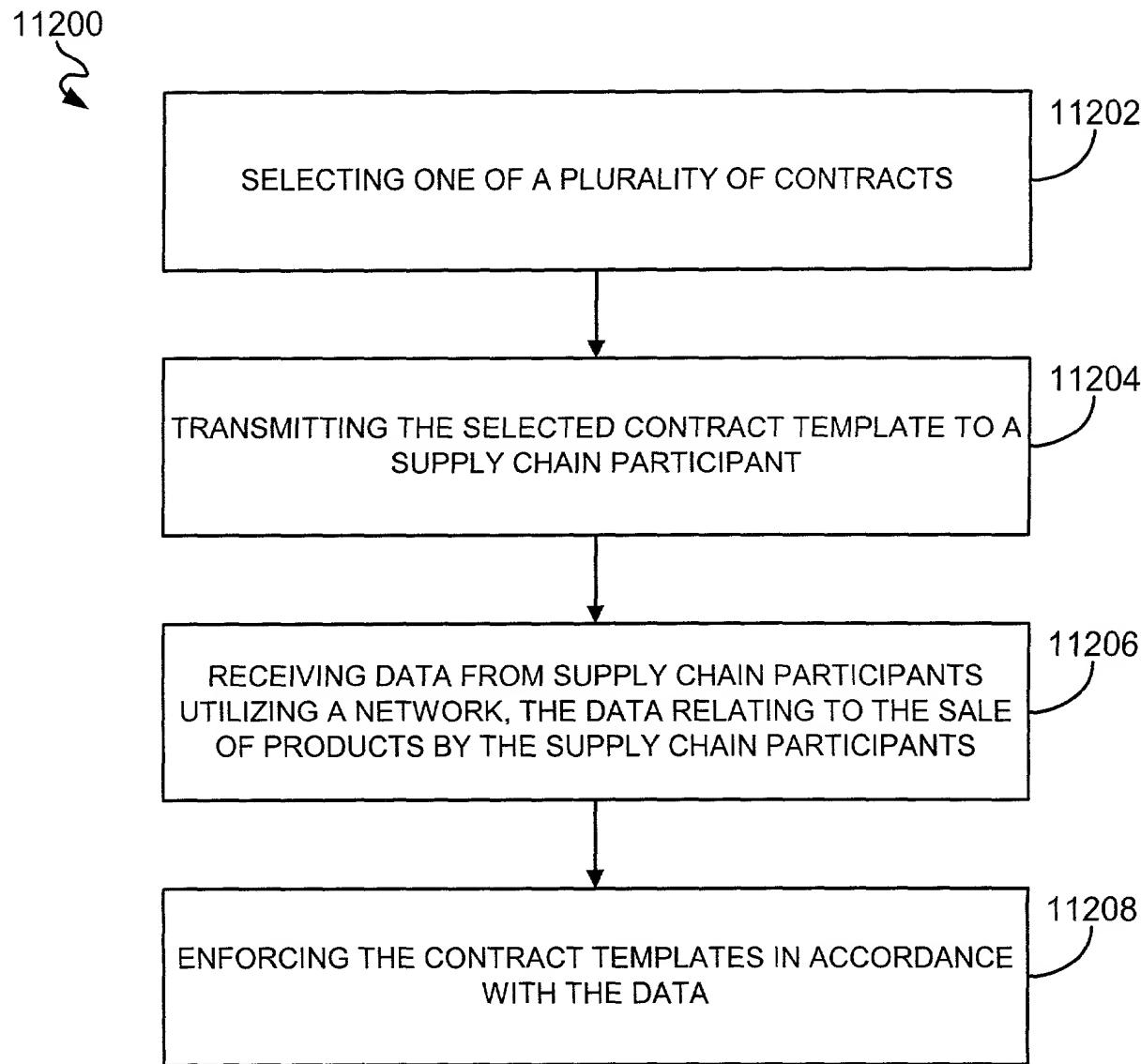
11000



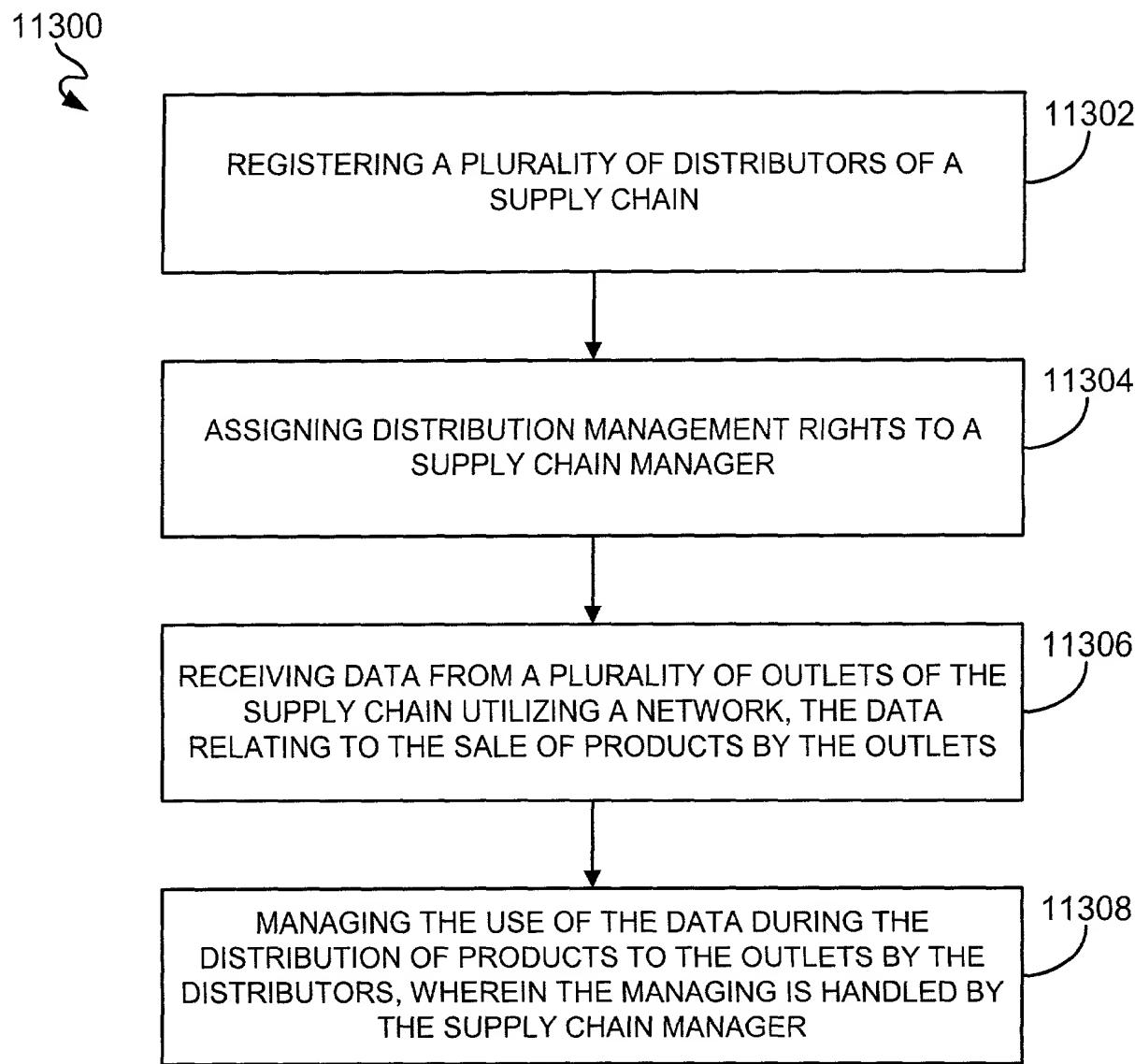
**FIG. 110**



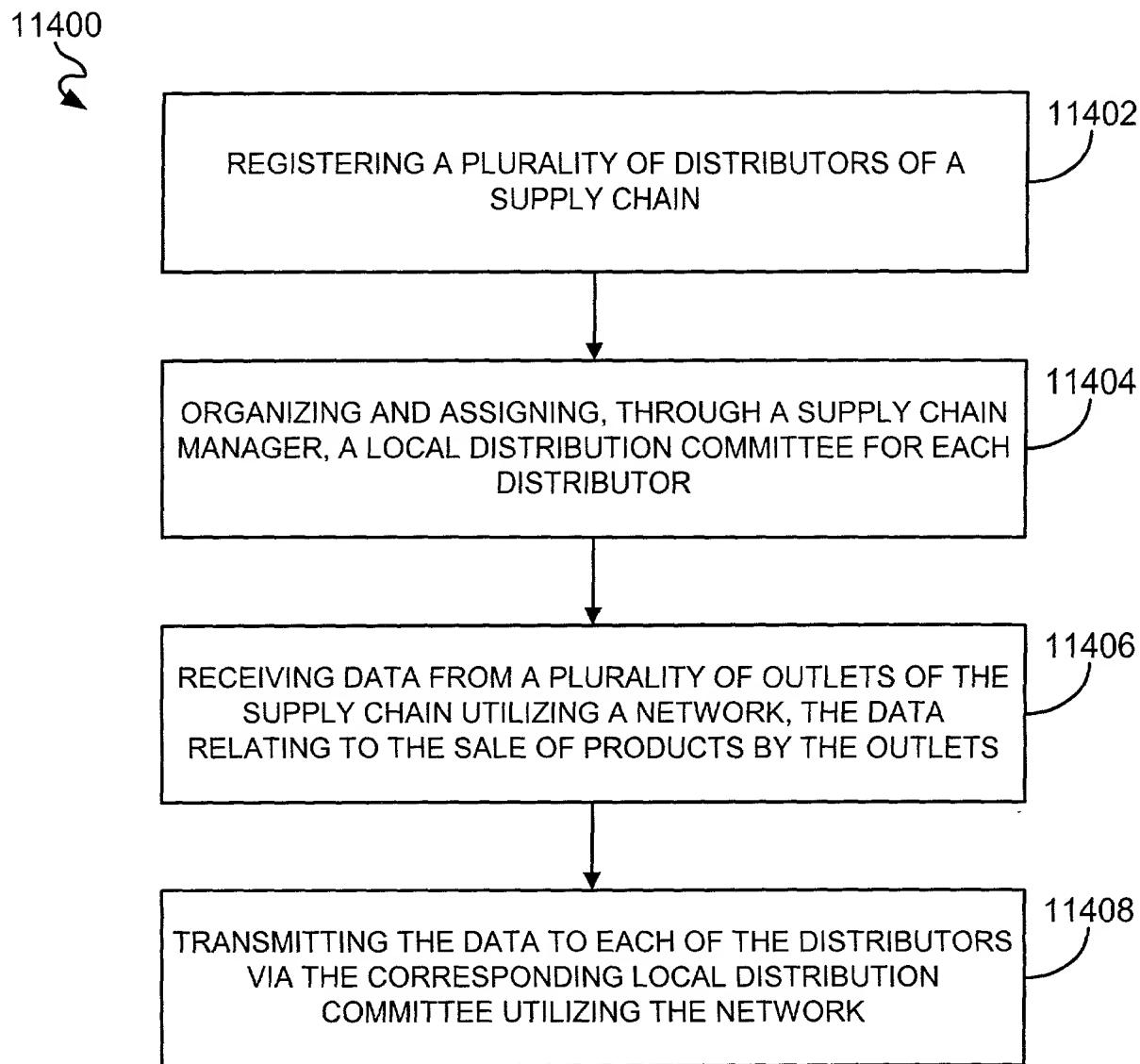
**FIG. 111**



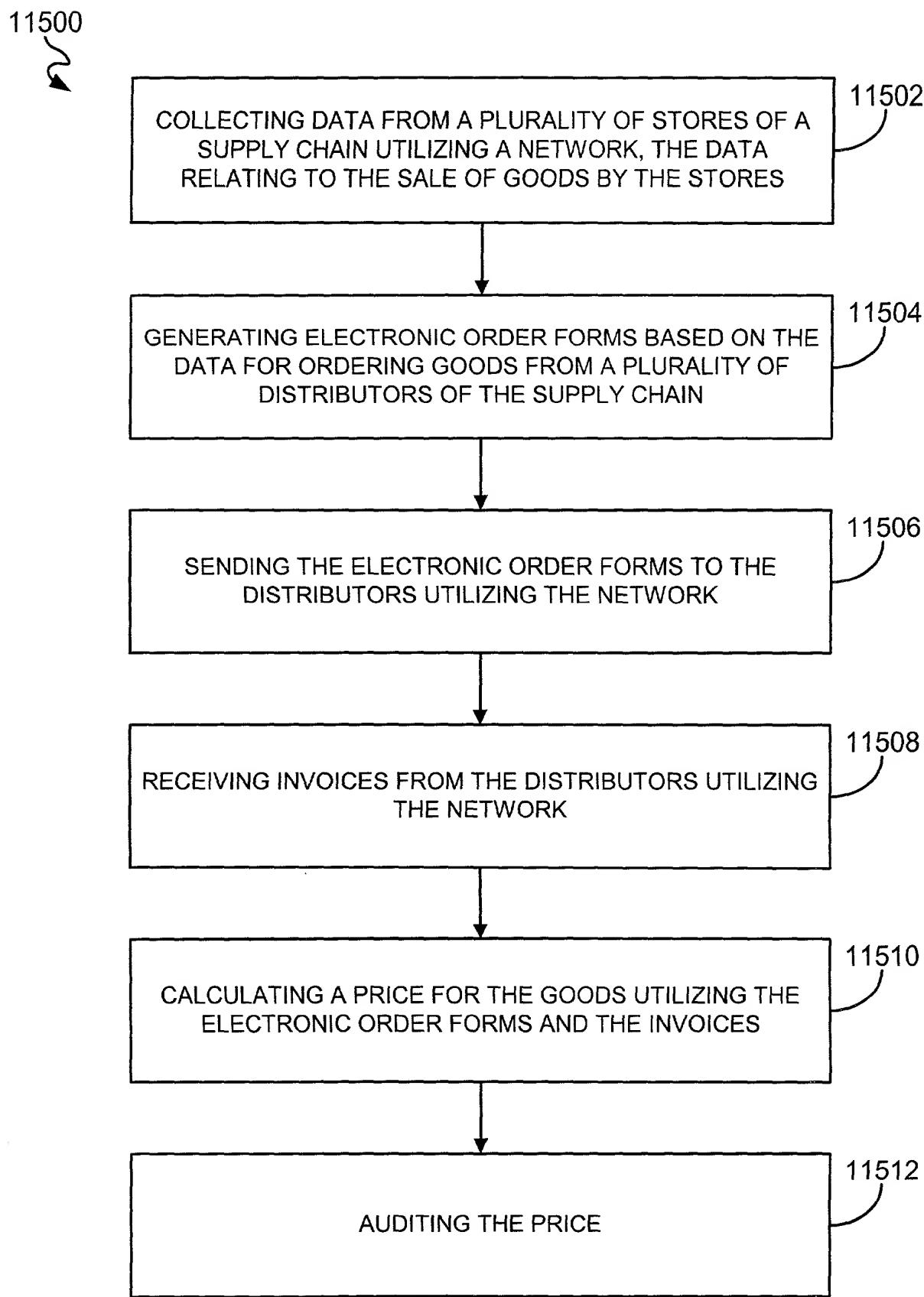
**FIG. 112**



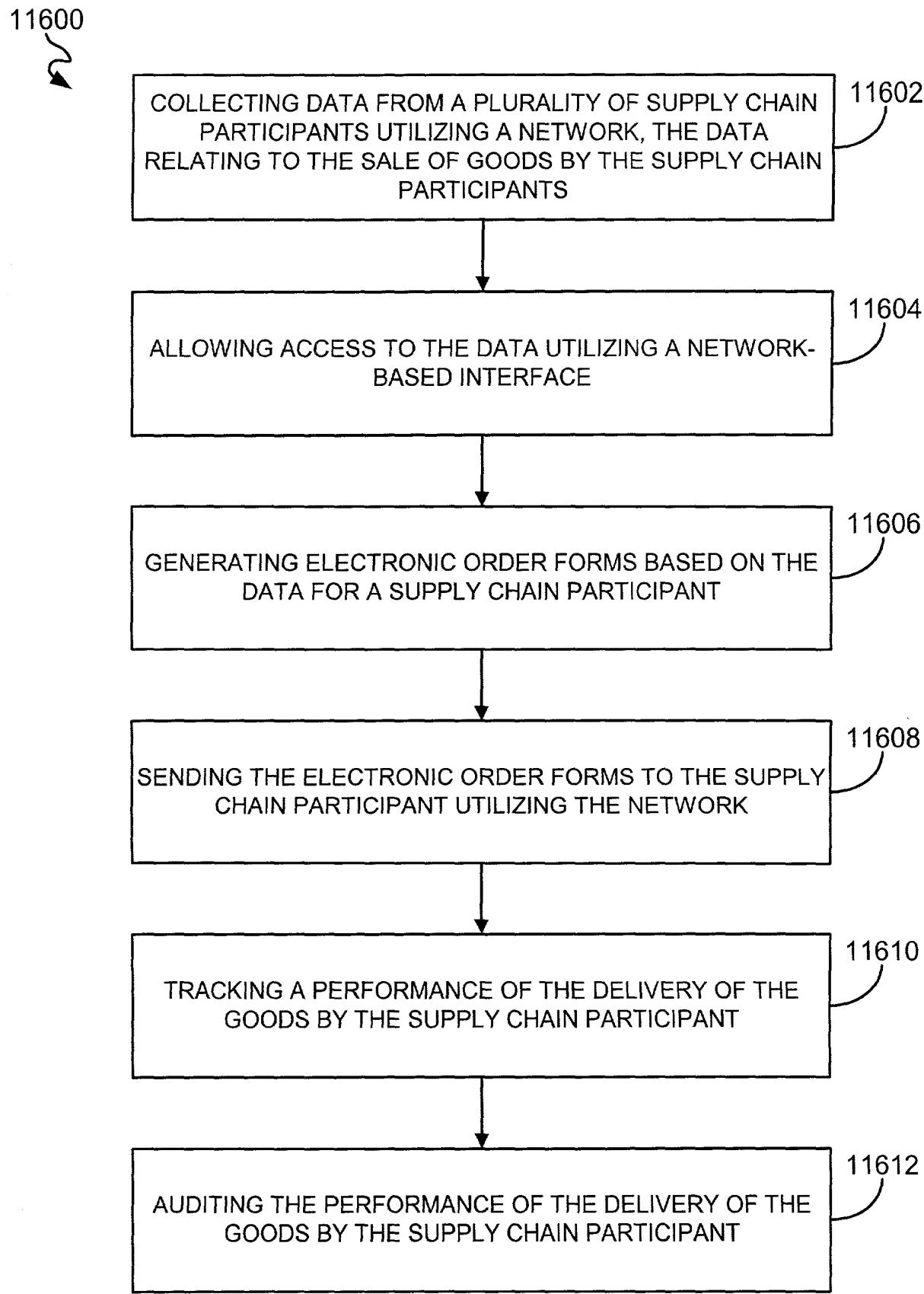
**FIG. 113**



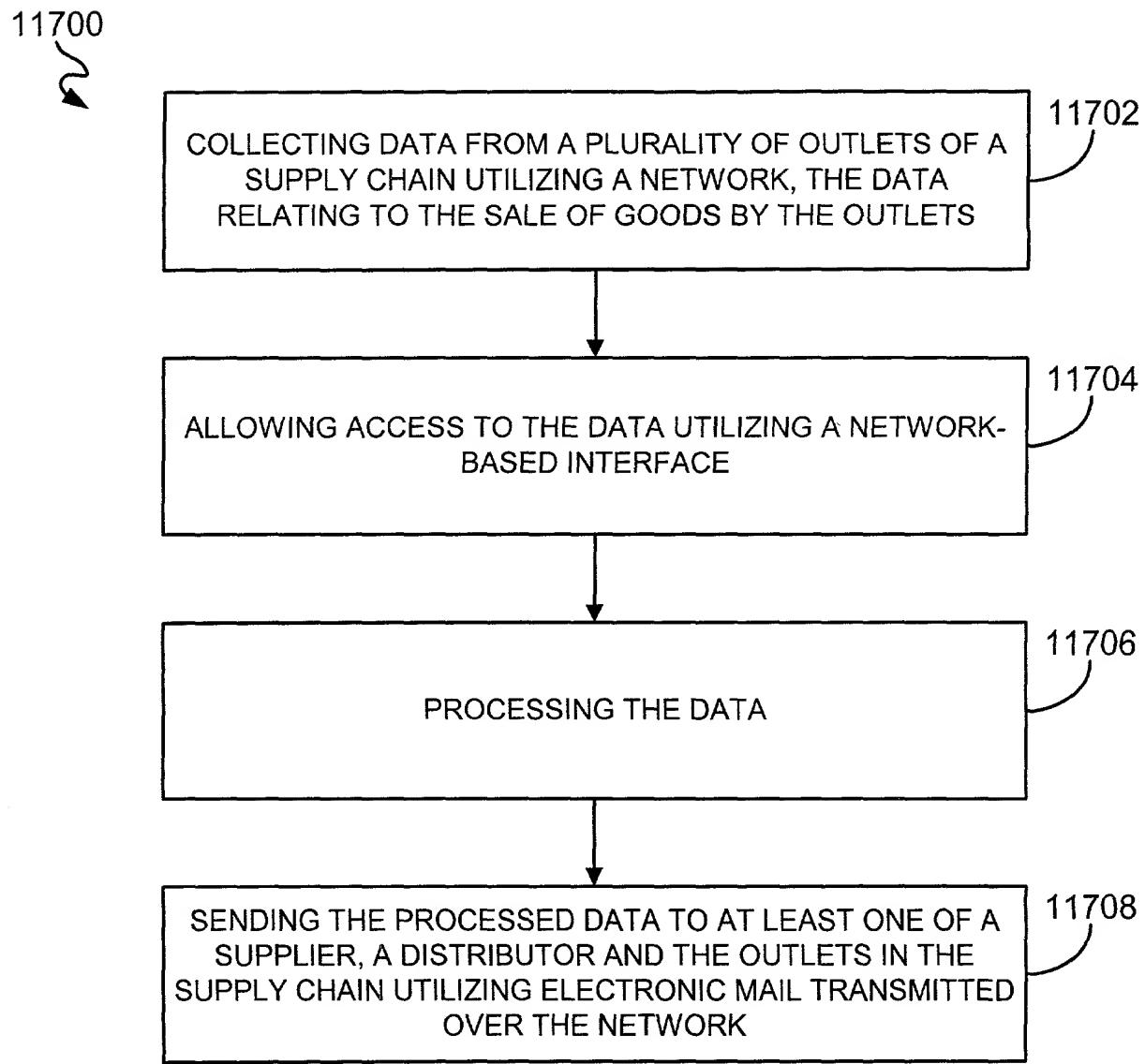
**FIG. 114**



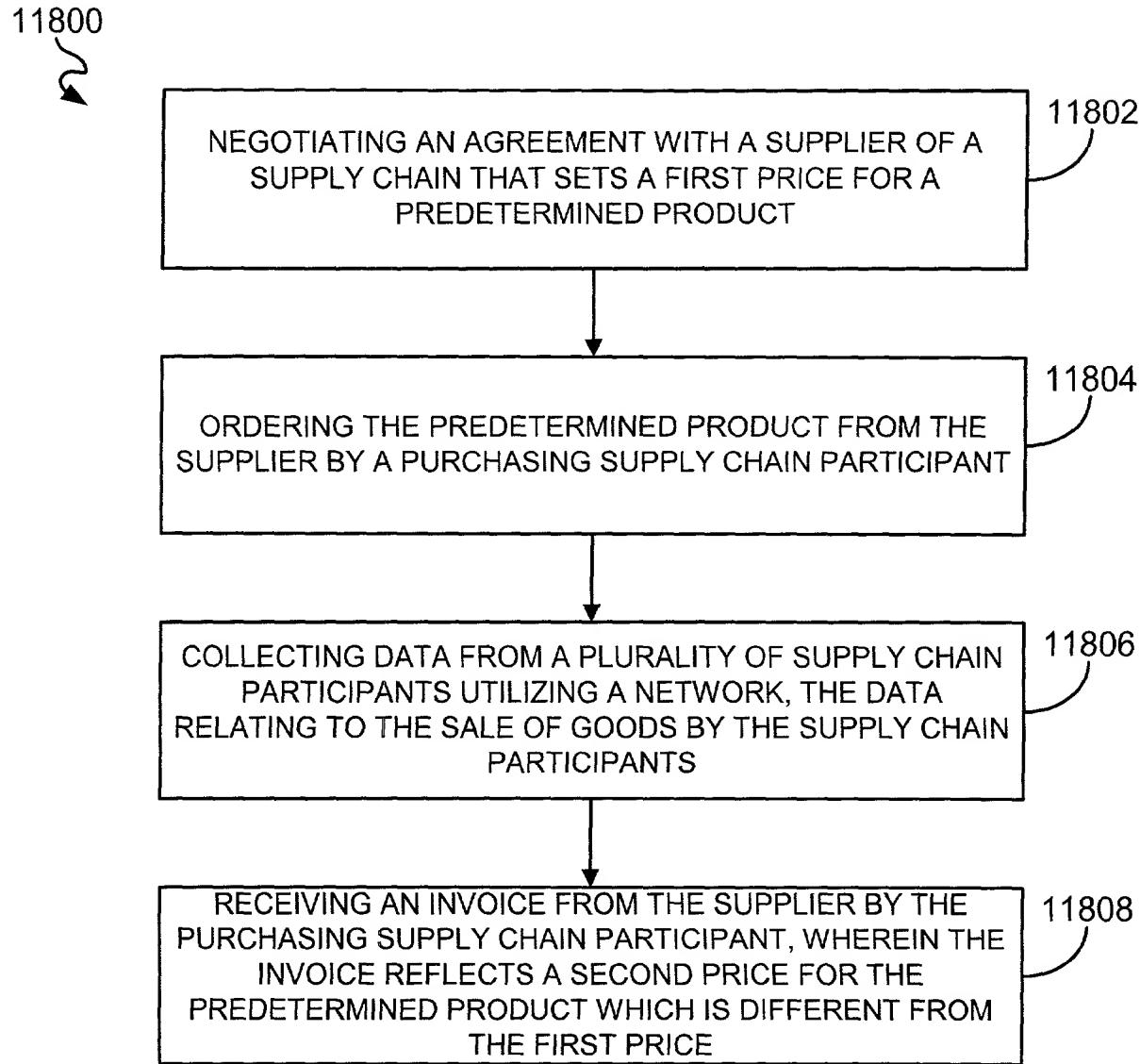
**FIG. 115**



**FIG. 116**

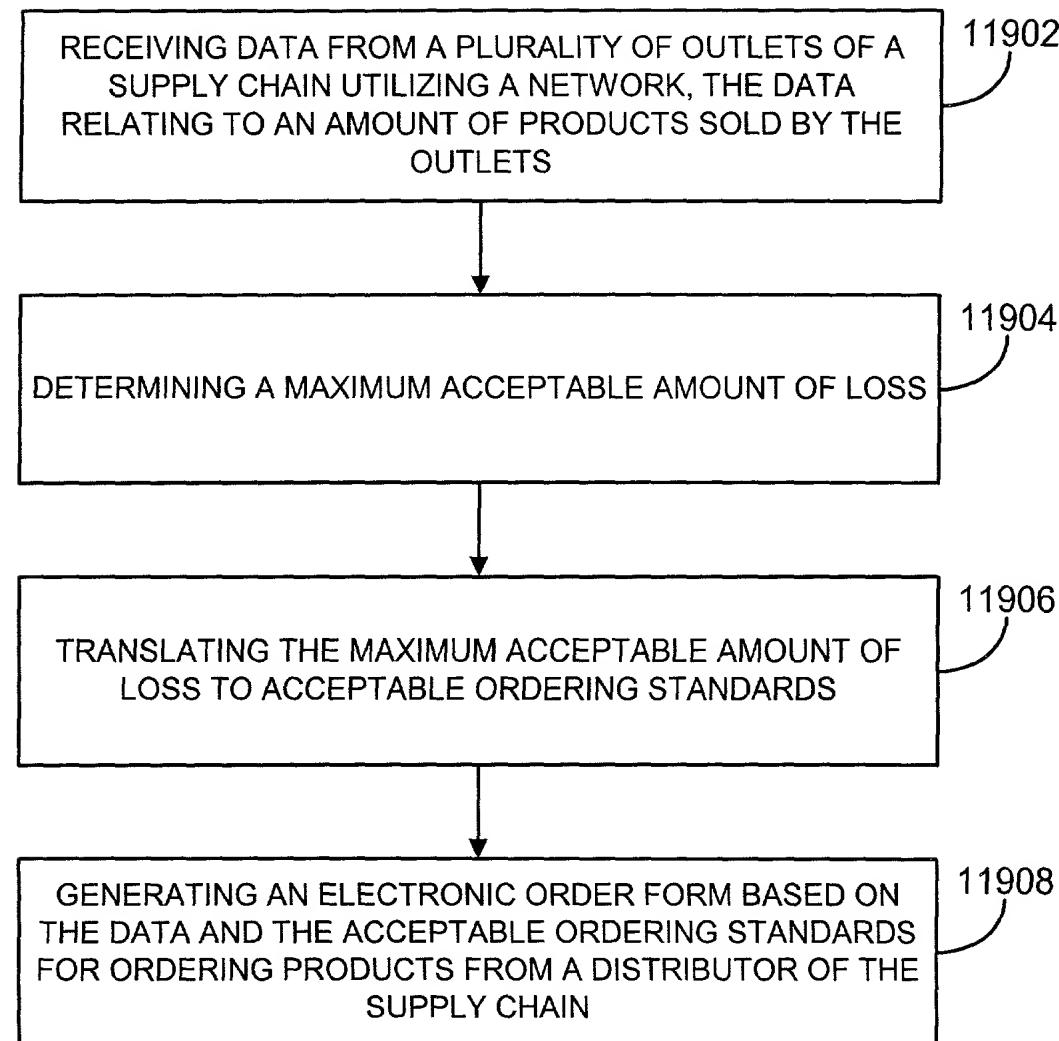


**FIG. 117**

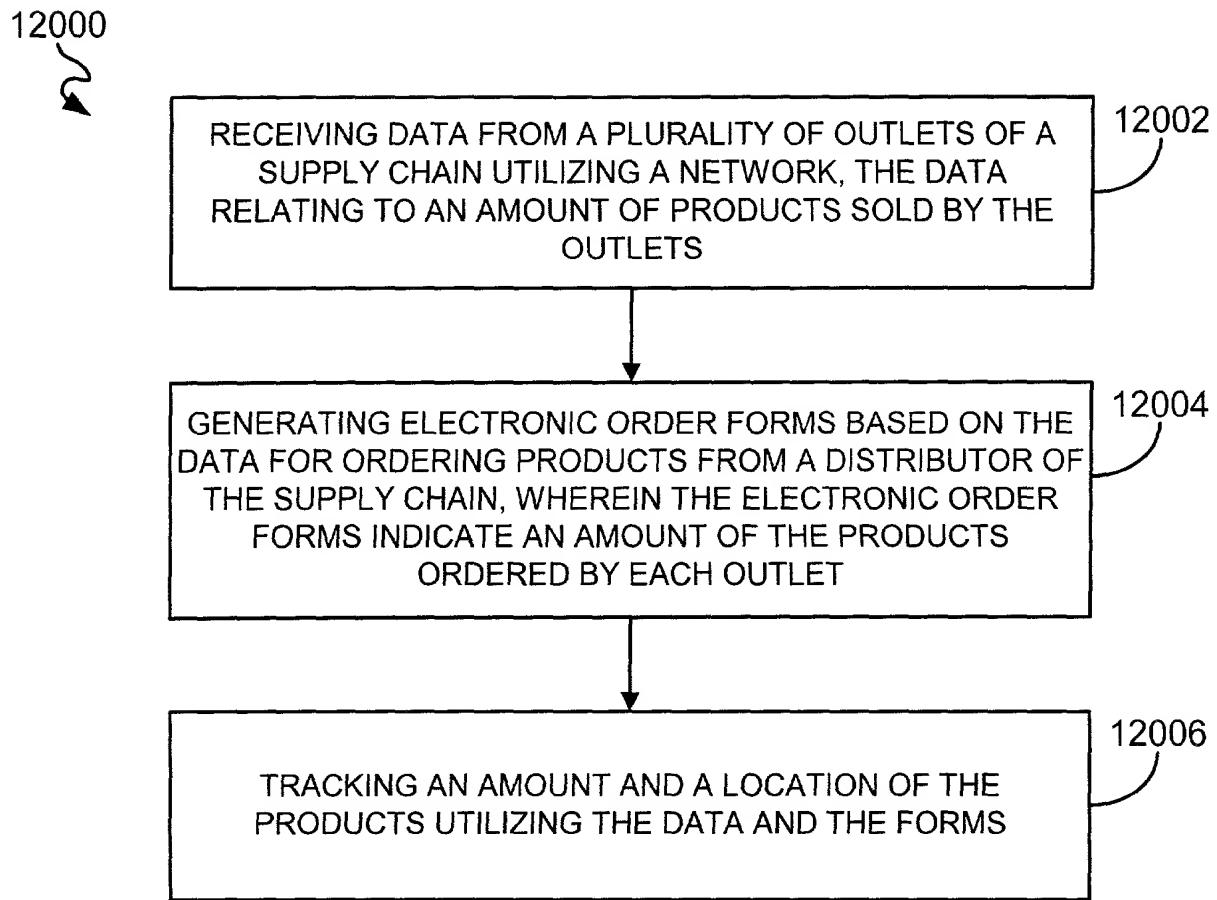


**FIG. 118**

11900



**FIG. 119**



**FIG. 120**

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12102

MAKING THE DATA ACCESSIBLE TO THE OUTLETS, DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK BASED INTERFACE

12104

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

**FIG. 121**

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

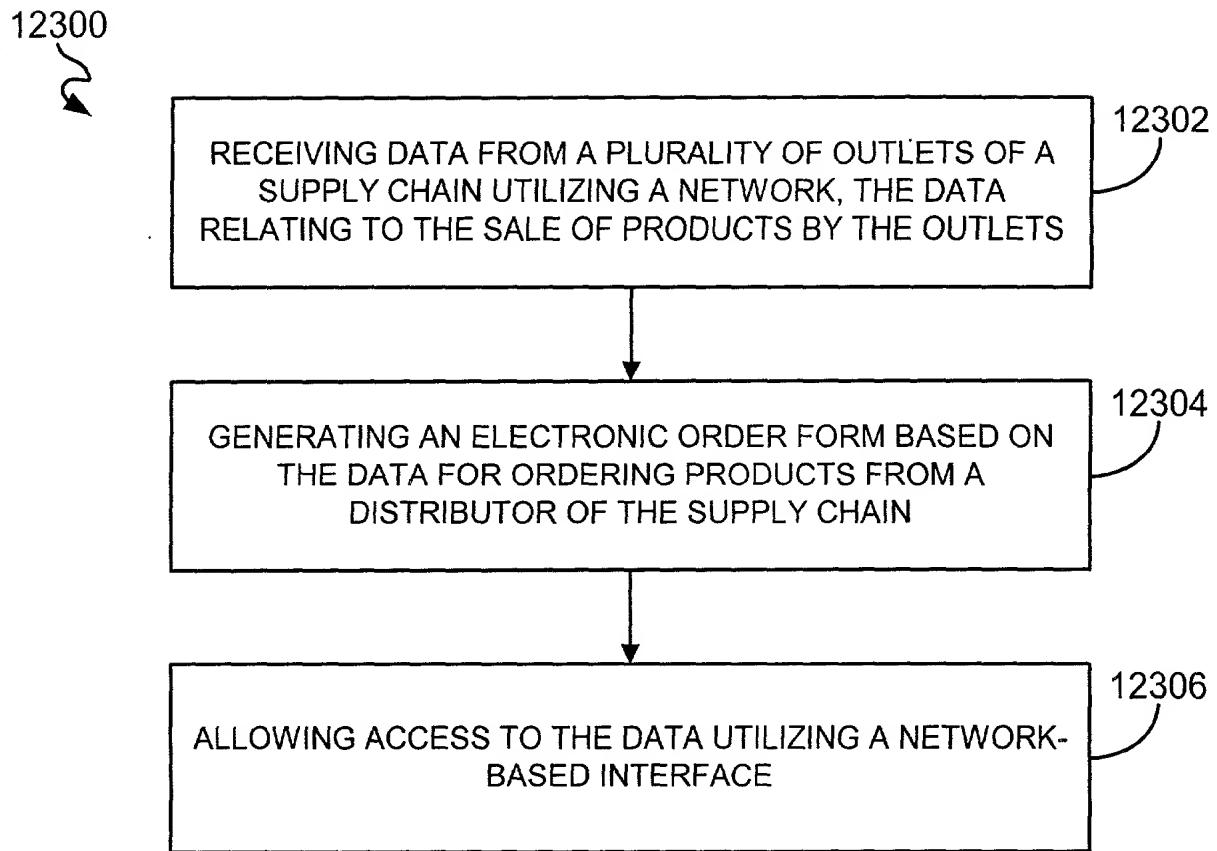
PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE EQUIPPED TO HANDLE SECURE SOCKETS LAYER (SSL) PROTOCOL

12202

12204

12206

**FIG. 122**



**FIG. 123**

12400

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12402

GENERATING A CALENDAR OF EVENTS

12404

ALLOWING ACCESS TO THE CALENDAR OF EVENTS  
UTILIZING A NETWORK-BASED INTERFACE

12406

**FIG. 124**

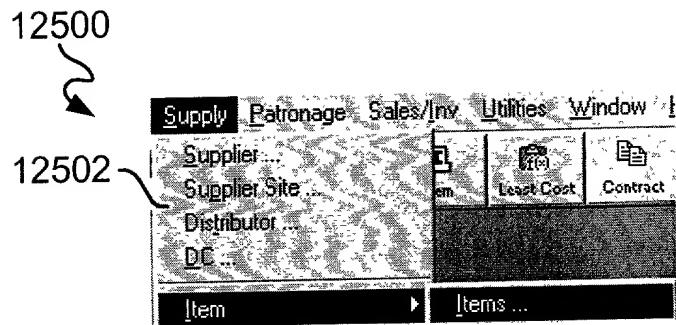


FIG. 125

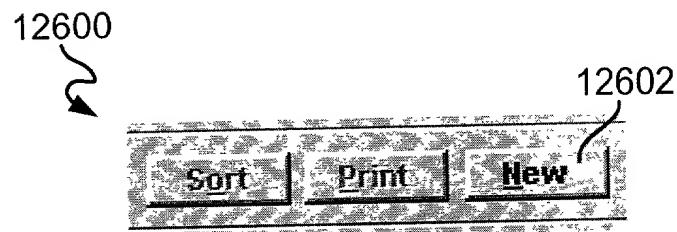


FIG. 126

12700

12702

**Item Desc:**

**Item Number:**

**Status Code:**  Active

**Product Cat Code:**

**Item Rank:**

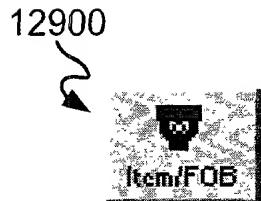
FIG. 127

12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**



**FIG. 129**

13000

→

Supplier Item Desc:	Item No.:
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Items per Case:	5000
Innerpack Contents:	51000
Item Size:	
Case Length:	
Case Width:	
Case Depth:	
Case Dimension U/M:	INCHES
Item Cube:	0.95 CUBIC FEET
Item Shelf Life:	
Tie Qty:	
High Qty:	
Cases Per Pallet:	
Stacking Allowed:	
Universal Product Code:	
Cases Per Truckload:	1350
Net Weight:	39.00
Gross Weight:	39.00
Weight U/M:	POUND(S)
BarCode:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

**FIG. 130**

13100

**Site Information**      Site Id: 17855      Site Role: *FOB Shipping Point*

**Site Name:**  TYSON FOODS - NEW HOLLAND, PA

13102

**FIG. 131**

13200

**Site Information**      Site Id: 16      **FOB Shipping Point**

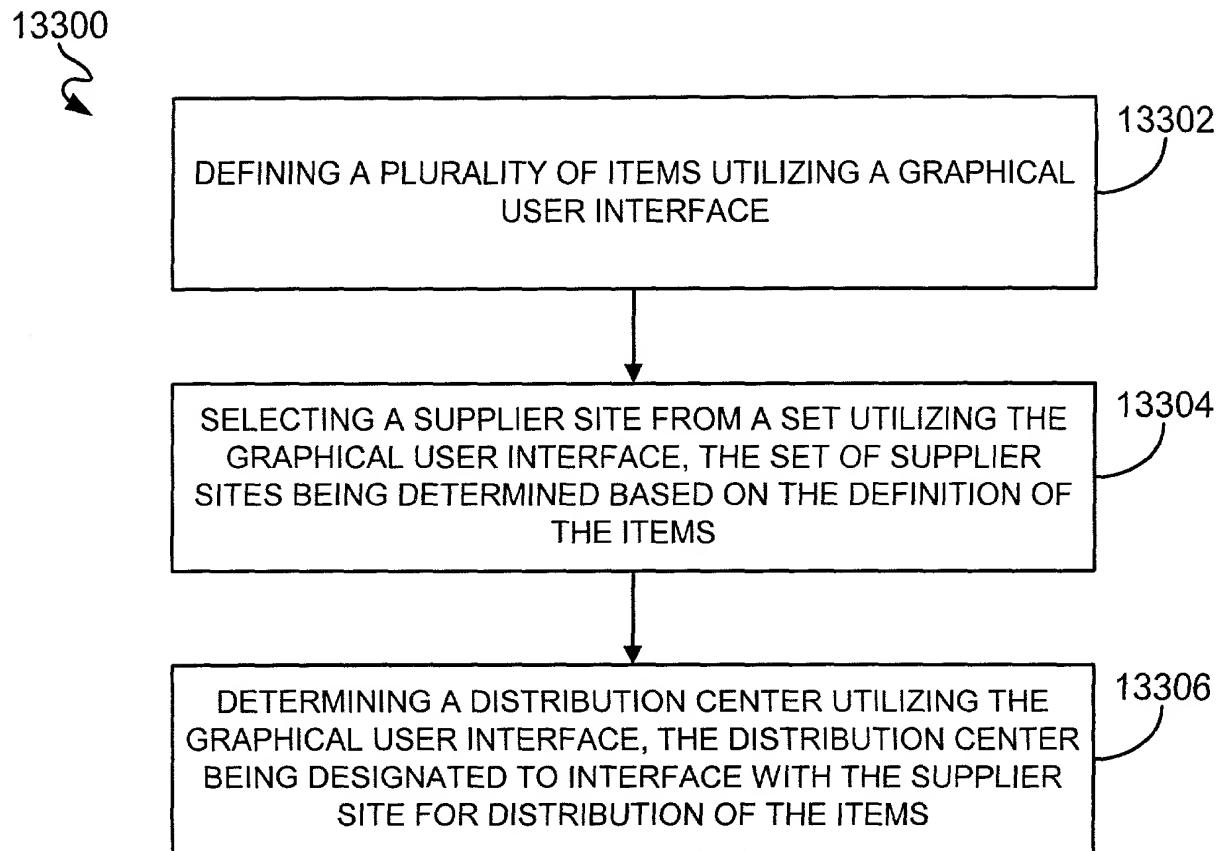
**Name:**  AMERISERVE-FARMINGDALE, NY

**Status:**  Active

**Railroad Name:**

**Rail Sidings:**

**FIG. 132**



**FIG. 133**

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE      Begin: 7/1/96      End: 9/1/96      Final:

Override Rules:  Yes  No      Apply By: Cell

**FIG. 134**

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE,	TYSON FOODS - NEW HOLLAND, PA

**FIG. 135**

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

**FIG. 136**

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

**FIG. 137**

13800



13900

Min Ordr	UM	Ship	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

**FIG. 138****FIG. 139**

14000

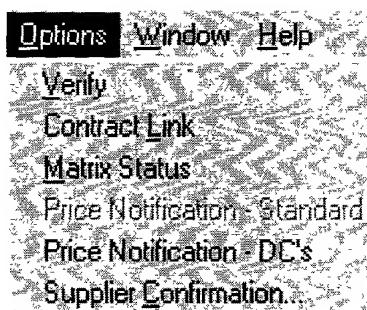
Carrier	Stated Vol
Truck	83,600
Truck	215,040

**FIG. 140**

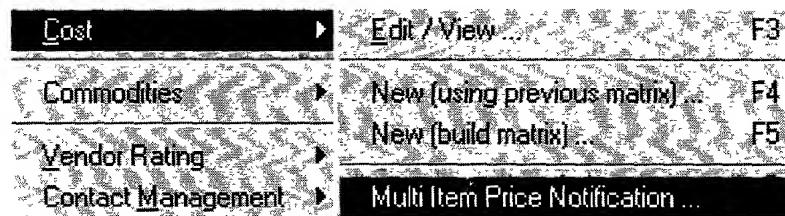
14200

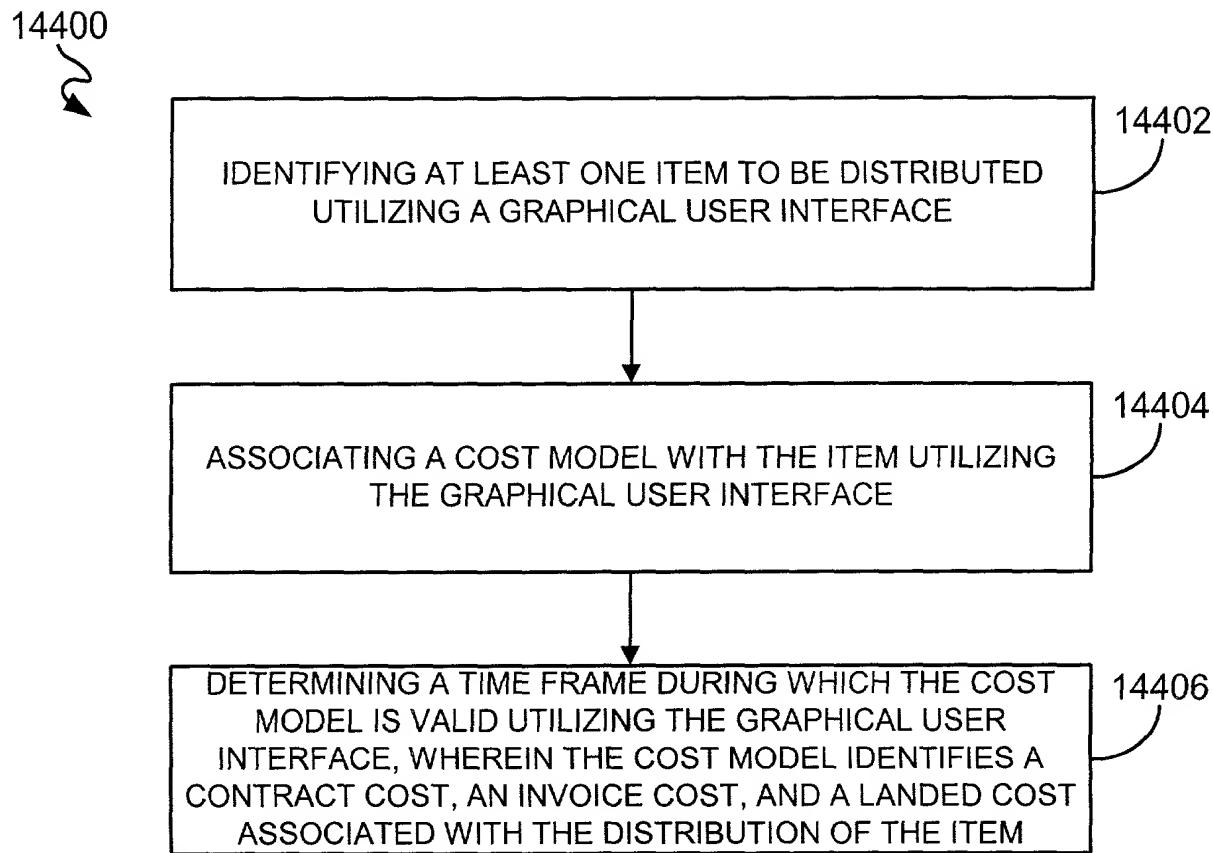
**FIG. 142**

14100

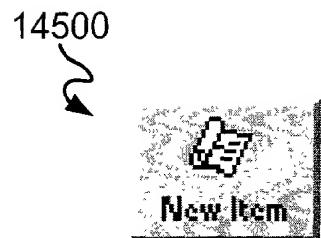
**FIG. 141**

14300

**FIG. 143**



**FIG. 144**



**FIG. 145**

14600

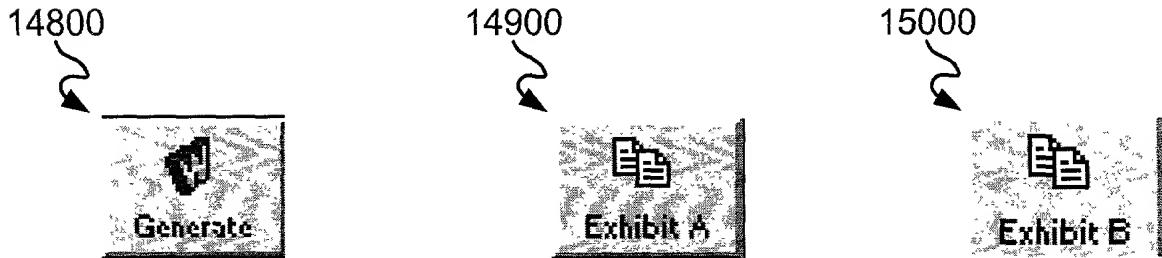
Contract ID:	673 - TYSON FOODS
Initial Buyer Name:	Jamie Hersh
Current Buyer Name:	Chris Stanton

**FIG. 146**

14700

Contract Start Date:	05/15/98
Contract End Date:	12/31/02
Execution Date:	5/15/98
Effective:	Shipment Date
Payment Terms:	Net 10

**FIG. 147**



**FIG. 148**

**FIG. 149**

**FIG. 150**

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date		
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date		
BEEF-WHOPPER JR 2.8 OZ	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date		

FIG. 151

15200



FIG. 152

15300



FIG. 153

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER INTERFACE

15402

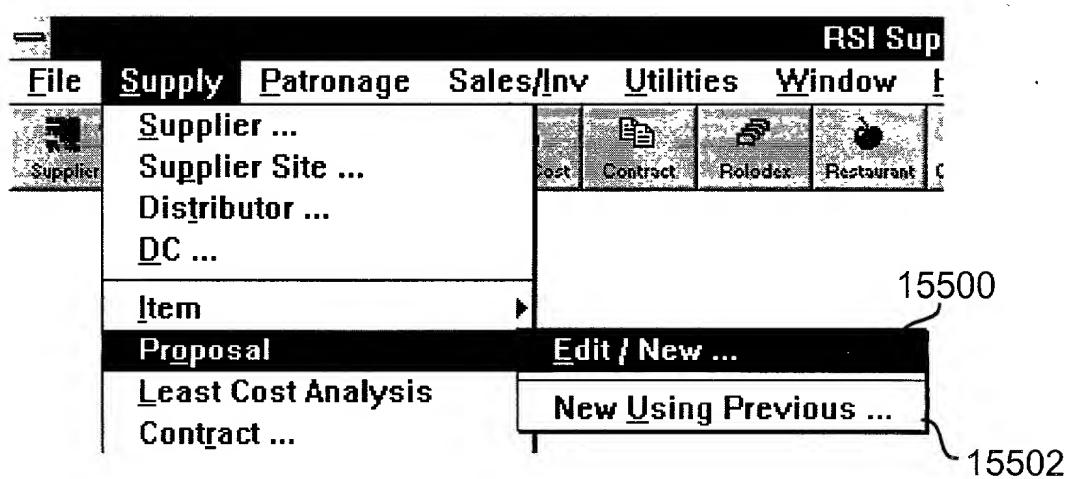
ASSOCIATING THE CONTRACT WITH AN ITEM TO BE DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH MORE THAN ONE CONTRACT

15406

**FIG. 154**



**FIG. 155**

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

**Proposal Information**

**Proposal ID:** 1021      **Proposal Due Date:** 06/12/97

**Proposal Name:** Foam Hot Cups & Polystyrene Lids      **Contract Begin Date:** 07/01/97

**Buyer Name:** Dennis Clabby      **Contract End Date:** 06/30/98

**Actions**

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.

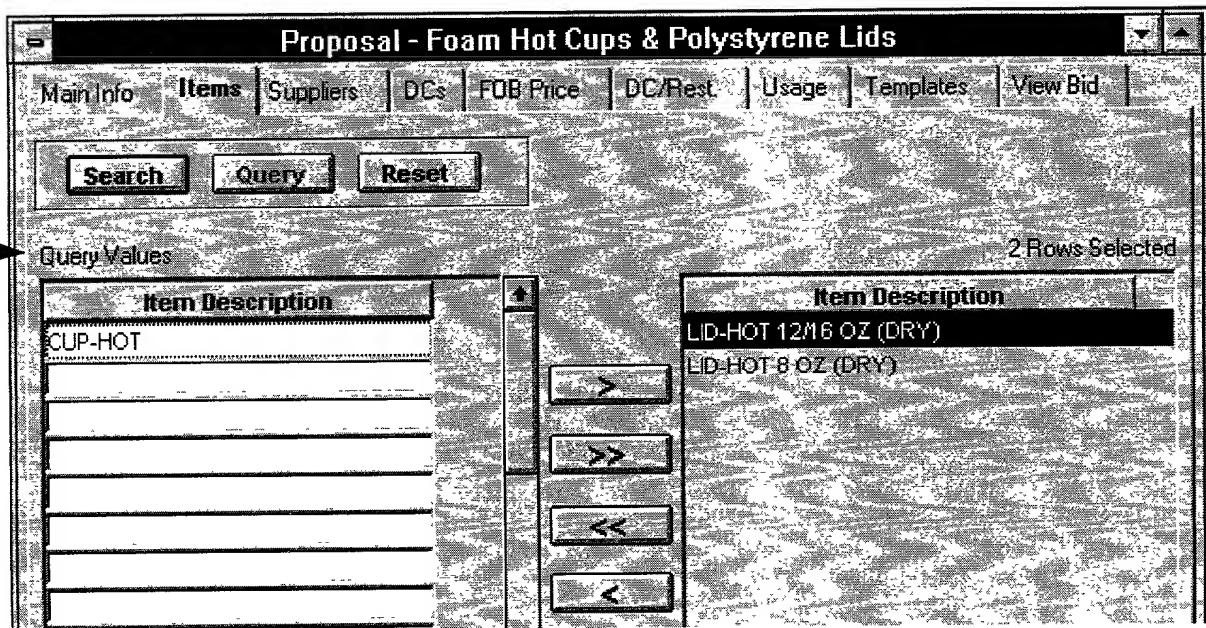
FIG. 156

15700



**FIG. 157**

15800



**FIG. 158**

15800

**Proposal - Foam Hot Cups & Polystyrene Lids**

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest	Usage	Templates	Recreate Bid																																								
	<b>Items</b>																																															
<input type="button" value="Search"/> <input type="button" value="Query"/> <input type="button" value="Reset"/>																																																
<b>6 Rows Found</b>																																																
<table border="1"> <thead> <tr> <th>Item Description</th> <th></th> <th></th> <th></th> </tr> </thead> <tbody> <tr> <td>CUP-HOT 12 OZ (PAPER)</td> <td>DRY</td> <td>15902</td> <td>→</td> </tr> <tr> <td>CUP-HOT 16 OZ (PAPER)</td> <td>DRY</td> <td></td> <td>→</td> </tr> <tr> <td>CUP-HOT 8 OZ (PAPER)</td> <td>DRY</td> <td></td> <td>→</td> </tr> </tbody> </table>				Item Description				CUP-HOT 12 OZ (PAPER)	DRY	15902	→	CUP-HOT 16 OZ (PAPER)	DRY		→	CUP-HOT 8 OZ (PAPER)	DRY		→	<table border="1"> <thead> <tr> <th>Item Description</th> <th></th> <th></th> <th></th> </tr> </thead> <tbody> <tr> <td>CUP-HOT 12 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CUP-HOT 16 OZ (500 CT) (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CUP-HOT 8 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>LID-HOT 12/16 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>LID-HOT 8 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>					Item Description				CUP-HOT 12 OZ (DRY)				CUP-HOT 16 OZ (500 CT) (DRY)				CUP-HOT 8 OZ (DRY)				LID-HOT 12/16 OZ (DRY)				LID-HOT 8 OZ (DRY)			
Item Description																																																
CUP-HOT 12 OZ (PAPER)	DRY	15902	→																																													
CUP-HOT 16 OZ (PAPER)	DRY		→																																													
CUP-HOT 8 OZ (PAPER)	DRY		→																																													
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LID-HOT 12/16 OZ (DRY)																																																
LID-HOT 8 OZ (DRY)																																																
				<input type="button" value="&lt;&lt;"/> <b>15906</b> <input type="button" value="&gt;&gt;"/> <input type="button" value="&lt;&lt;"/> <b>15908</b> <input type="button" value="&gt;&gt;"/>																																												

**FIG. 159**

16000

**Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest | Usage | Templates | Recreate Bid**

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	<input type="checkbox"/> Mayonaise Components <input type="checkbox"/> (None Selected) <input type="checkbox"/> Generic FOB Pricing <input checked="" type="checkbox"/> Mayonaise Components

**FIG. 160**

16100

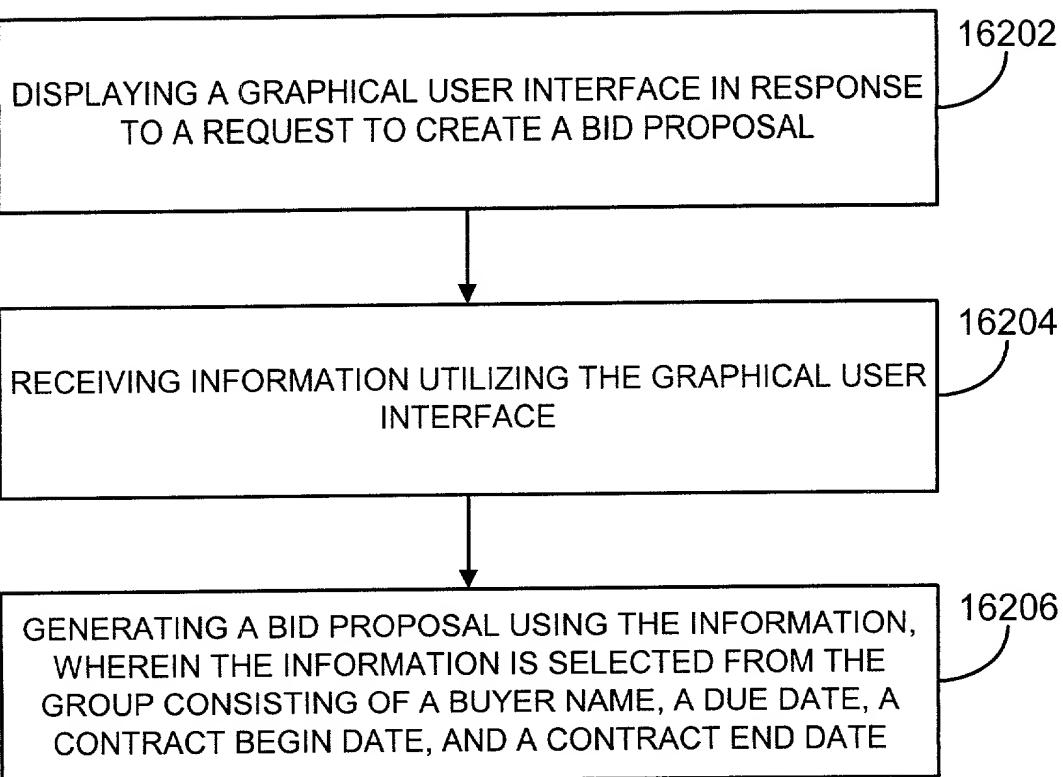
Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Unit Usage
POST-ALBUQUERO	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	21	80.00%	5.46	5.00%	37

FIG. 161

16200



**FIG. 162**

16300



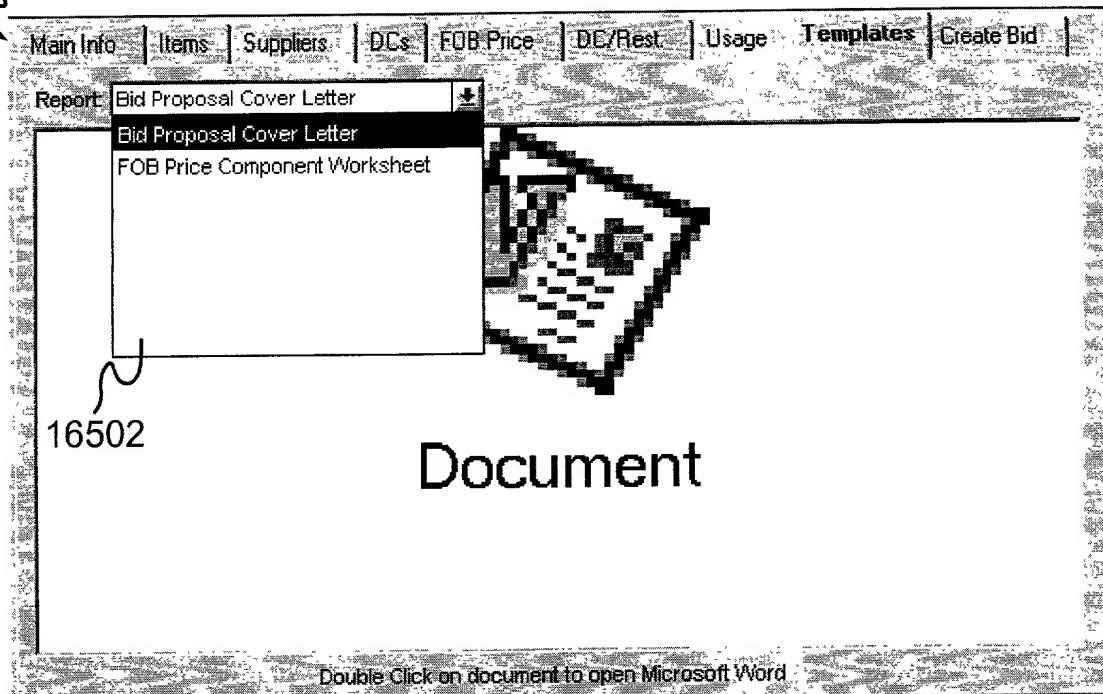
**FIG. 163**

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
	<i>Word</i>		<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>	?		Y
<b>General Terms and Conditions</b>	?		N
<b>Usage Estimates</b>	?		N
<b>Supplier Facility Worksheets</b>	?		N
<b>Item Information Worksheets</b>	?		N
<b>Sample Supply Agreement</b>	?		N
<b>BK Specification Request</b>	?		N
<b>FOB Price Component</b>	?		Y
<b>Truckload Freight Worksheet</b>	?		N
<b>LTL Freight Worksheet</b>	?		N

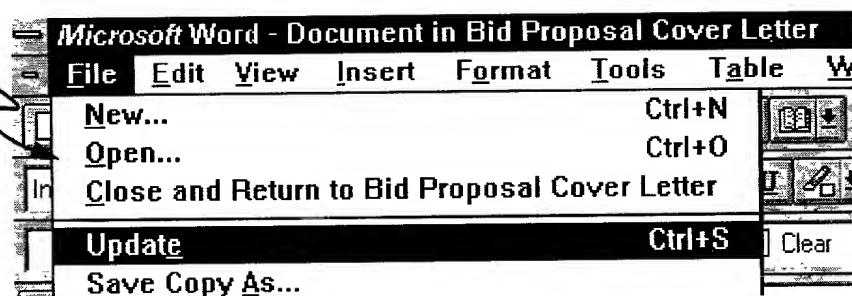
**FIG. 164**

16500



**FIG. 165**

16600



**FIG. 166**

16700

General		Cost	
<input checked="" type="checkbox"/>	Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	FOB Price Component Worksheet
<input checked="" type="checkbox"/>	General Terms & Conditions	<input checked="" type="checkbox"/>	Truckload Freight Worksheet
<input checked="" type="checkbox"/>	Usage Estimates	<input checked="" type="checkbox"/>	LTL Freight Worksheet
<input checked="" type="checkbox"/>	Supplier Facility Worksheet		
<input checked="" type="checkbox"/>	Item Information Worksheet		
<input checked="" type="checkbox"/>	Sample Supply Agreement		
<input checked="" type="checkbox"/>	BK Specification Request		

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

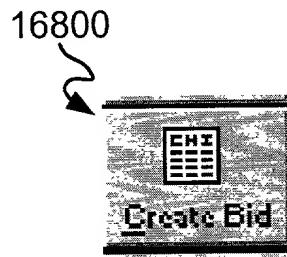


FIG. 168

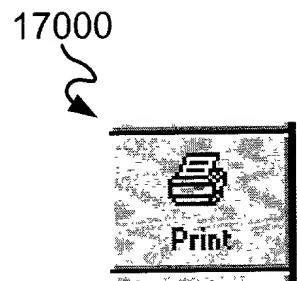
16900

Report:	Item Information Worksheet	Supplier: (all)
7/2/97	Bid Proposal Cover Letter	
	FOB Price Component Worksheet	
	General Terms & Conditions	
	Item Information Worksheet	
	LTL Freight Worksheet	
	Sample Supply Agreement	
	Supplier Facility Worksheet	

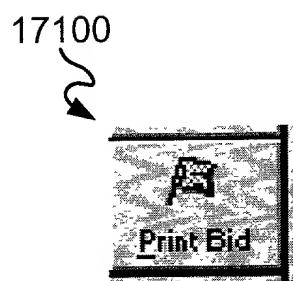
**Restaurant Services, Inc.**  
**Item Information Worksheet**

ATTY  
DS

FIG. 169



**FIG. 170**



**FIG. 171**

17200

IDENTIFYING A PROPOSAL UTILIZING A GRAPHICAL USER INTERFACE

INDICATING A PLURALITY OF COMPONENTS OF THE PROPOSAL UTILIZING THE GRAPHICAL USER INTERFACE

ALLOWING THE SELECTION OF THE COMPONENTS UTILIZING THE GRAPHICAL USER INTERFACE

CREATING A PROPOSAL UTILIZING THE SELECTED COMPONENTS

17202

17204

17206

17208

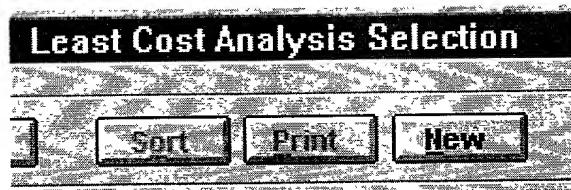
**FIG. 172**

17300



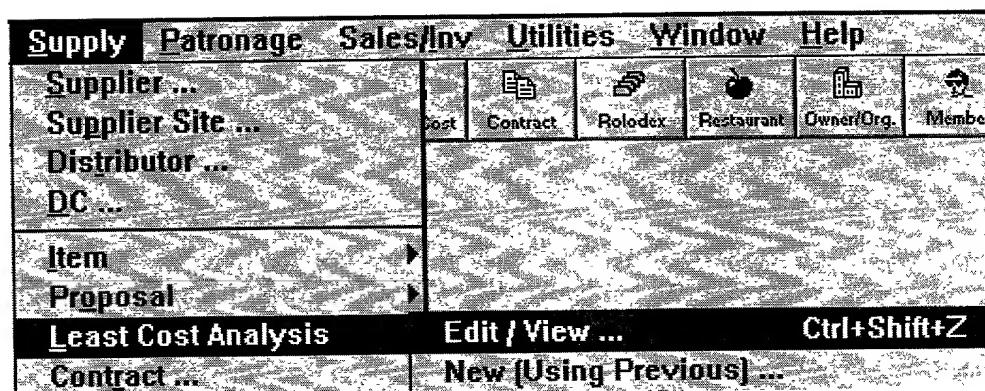
**FIG. 173**

17400



**FIG. 174**

17500



**FIG. 175**

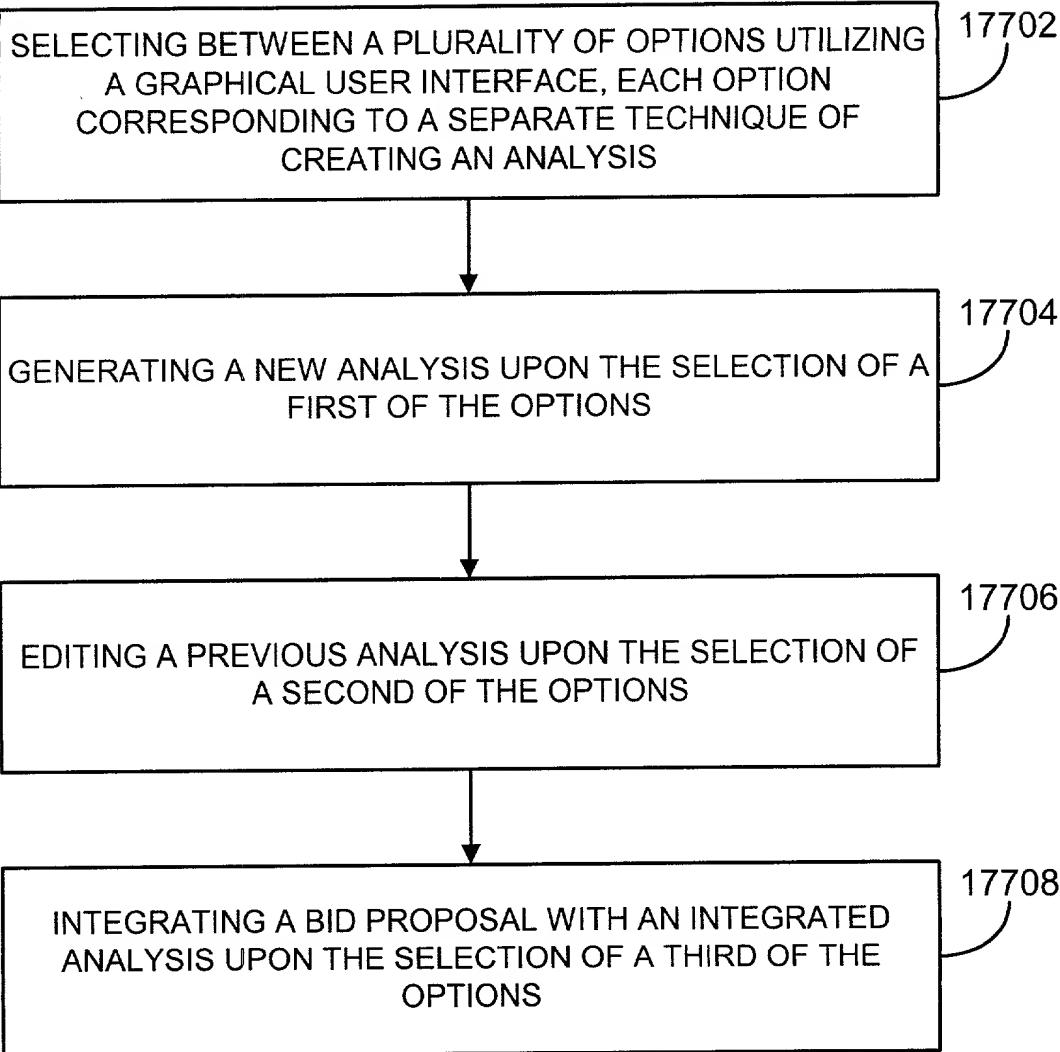
**Bid Proposal Name:** (None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)  
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

**FIG. 176**

17700



**FIG. 177**

17800

Analysis Name: Hash Brown Actual

Analysis ID: 1036

Buyer: Dennis Clabby

Period of Agreement: 10/1/97 THRU 9/30/98

Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC? One FOB

What is pricing method for this version? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge)? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

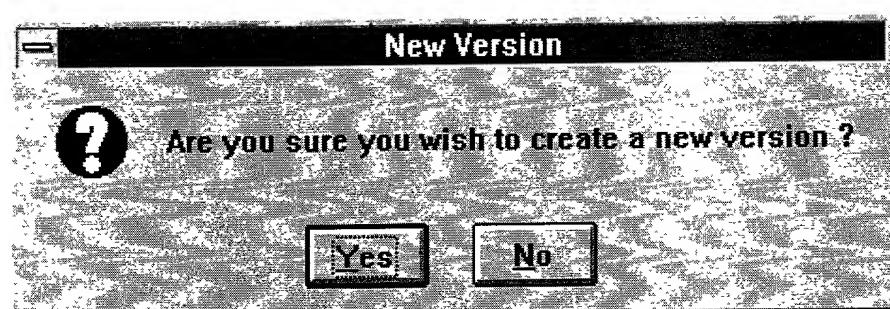
FIG. 179

18000



**FIG. 180**

18100



**FIG. 181**

18200

MAINTAINING A PLURALITY OF SEPARATE VERSIONS OF AN ANALYSIS IN A DATABASE

18202

RECEIVING A REQUEST FOR AN ADDITIONAL VERSION OF THE ANALYSIS UTILIZING A GRAPHICAL USER INTERFACE

18204

GENERATING THE ADDITIONAL VERSION OF THE ANALYSIS IN RESPONSE TO THE REQUEST

18206

ALLOWING A PLURALITY OF PARAMETERS OF THE ADDITIONAL VERSION TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE, WHEREIN THE PARAMETERS ARE SELECTED FROM THE GROUP CONSISTING OF A MAXIMUM NUMBER OF SUPPLIER SOURCES, A PRICING METHOD, AND AN INVOICE ADJUSTMENT

18208

**FIG. 182**

18300

Search    Query    Reset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE

18302

**FIG. 183**

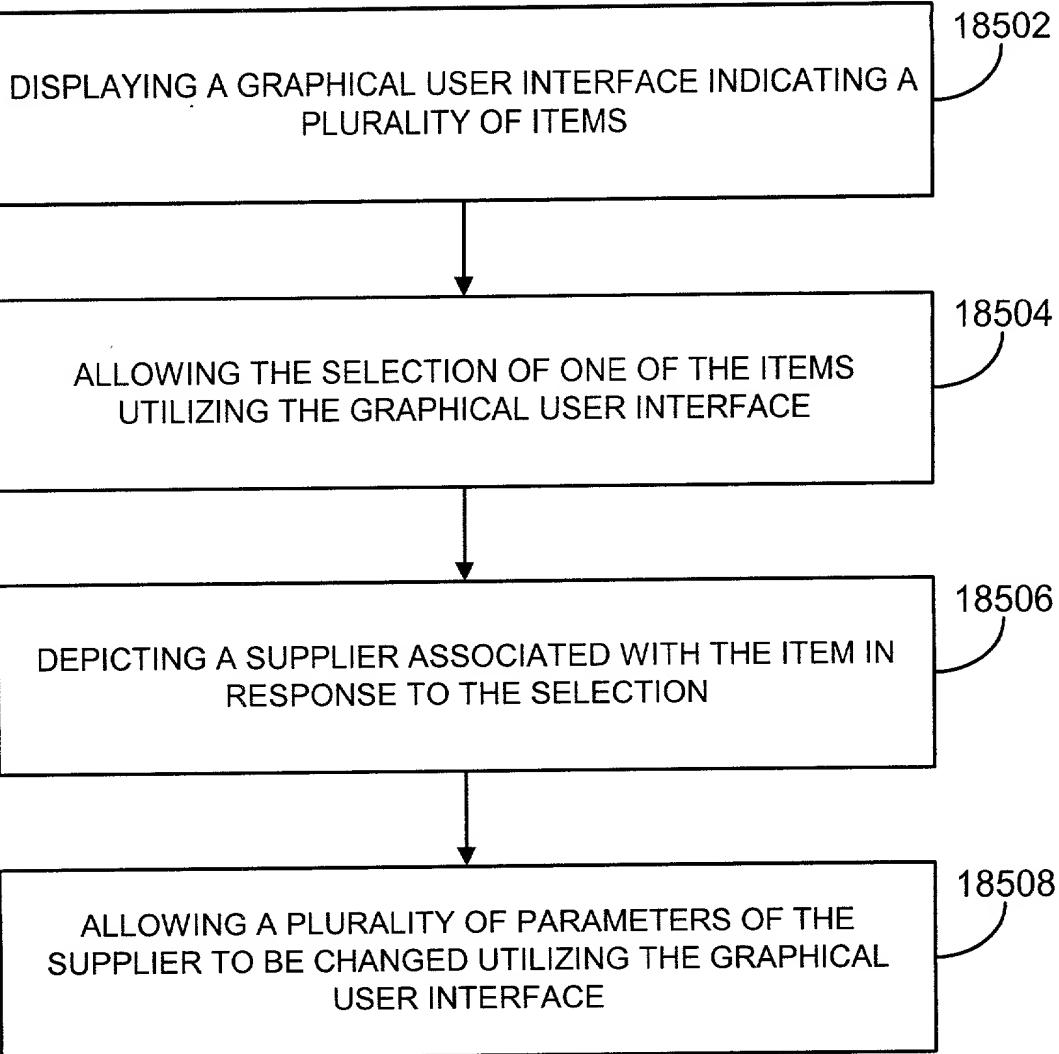
18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

**FIG. 184**

18500



**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No.:	CP2942
Items per Case:		Tie Qty.:	5
Innerpack Contents:	1200	High Qty.:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory:	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M INCHES)		Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL  
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF  
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF  
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR  
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

**FIG. 188**

18900



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
JR SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC - PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD - PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD - PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC - OTHELLO, WA	27,000,000	132,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No

FIG. 190

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A  
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE  
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER  
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A  
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER  
INTERFACE

19106

**FIG. 191**

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

**FIG. 192**

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

**FIG. 193**

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

**FIG. 194**

19500

The screenshot shows a software application window with two tables. The top table has columns for 'Item Description' and 'Supplier FOB'. The bottom table has columns for 'Distribution Center', 'Delivered', '#', and 'Volume'. Both tables have a header row and several data rows. There are also some icons on the right side of the interface.

Item Description	Supplier FOB
FRIES-COATED	CAVENDISH-PRINCE EDWARD
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON
FRIES-COATED	LAMB-WESTON, INC.-PASCO, WA

Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKEEHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

19600

RECEIVING A SELECTION OF AT LEAST ONE OF A PLURALITY OF TYPES OF PRICING SCHEMES UTILIZING A GRAPHICAL USER INTERFACE

19602

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING THE GRAPHICAL USER INTERFACE

19604

DEPICTING AT LEAST ONE OF A PLURALITY OF PRICING FIELDS ADJACENT THE SUPPLIER SITES BASED ON THE SELECTION UTILIZING THE GRAPHICAL USER INTERFACE

19606

**FIG. 196**

19700

Total Rest. Growth Amount: 5.00% ~ 19702

Usage Period: 09/01/97 to 08/31/98

Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	156	5.00%	174

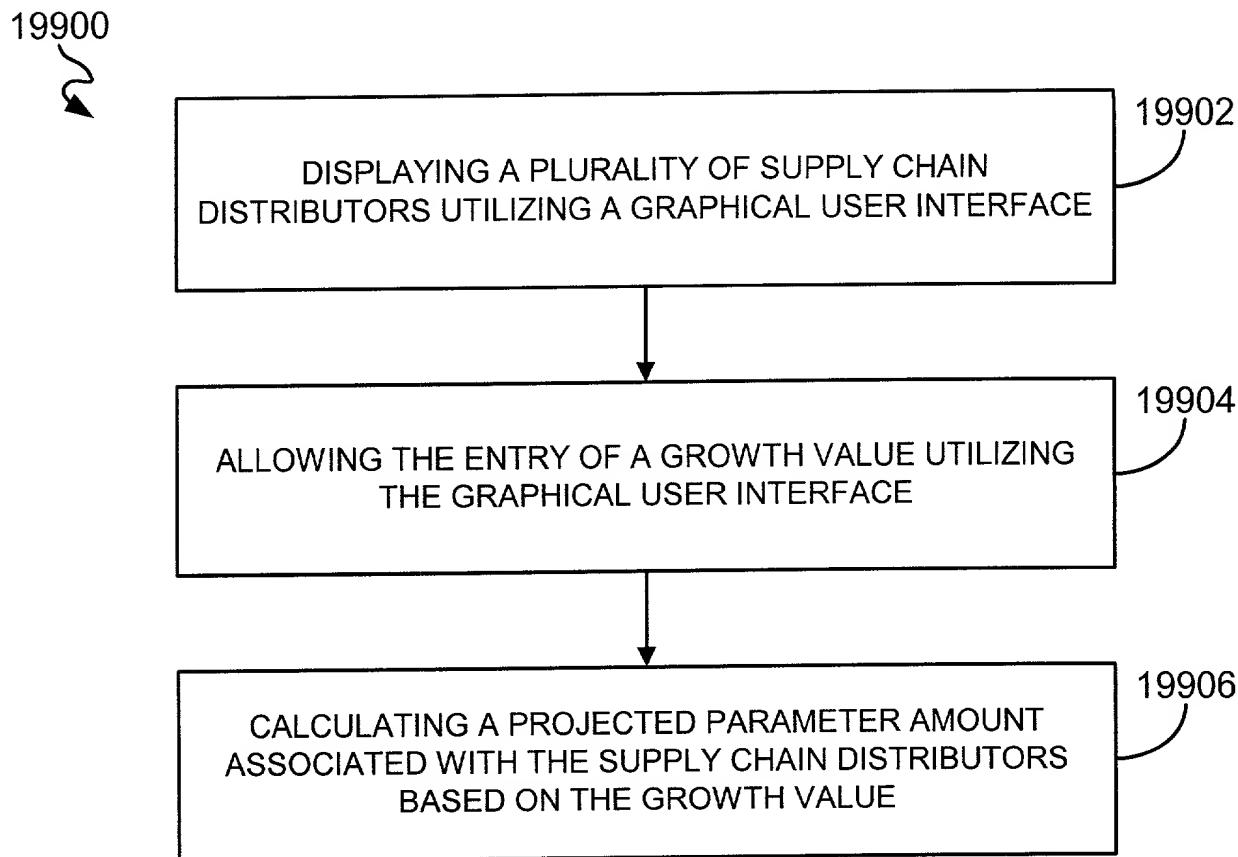
FIG. 197

19800

Item: CHICKEN-PATTY Item Growth %: .00 Usage Period:

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Usage
AMER-OMAMA	44,935	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198



**FIG. 199**

20000

Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99899
LAMB-WESTON, INC-AMERICAN FALLS ID	American Falls	ID 83211

Distribution Center	Lane Restriction	Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	[checkbox]
AMERISERVE/POST-DENVER	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	[checkbox]
AMERISERVE/POST-SALT LAKE UT	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	[checkbox]
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	[checkbox]
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	[checkbox]

20002

**FIG. 200**

20100

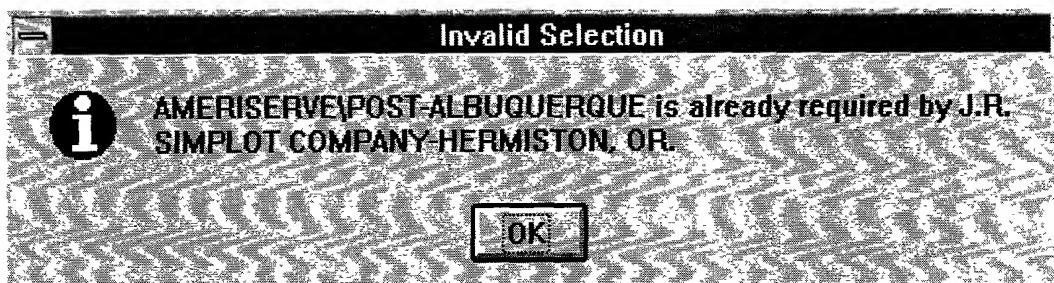
Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99899
LAMB-WESTON, INC-AMERICAN FALLS ID	American Falls	ID 83211

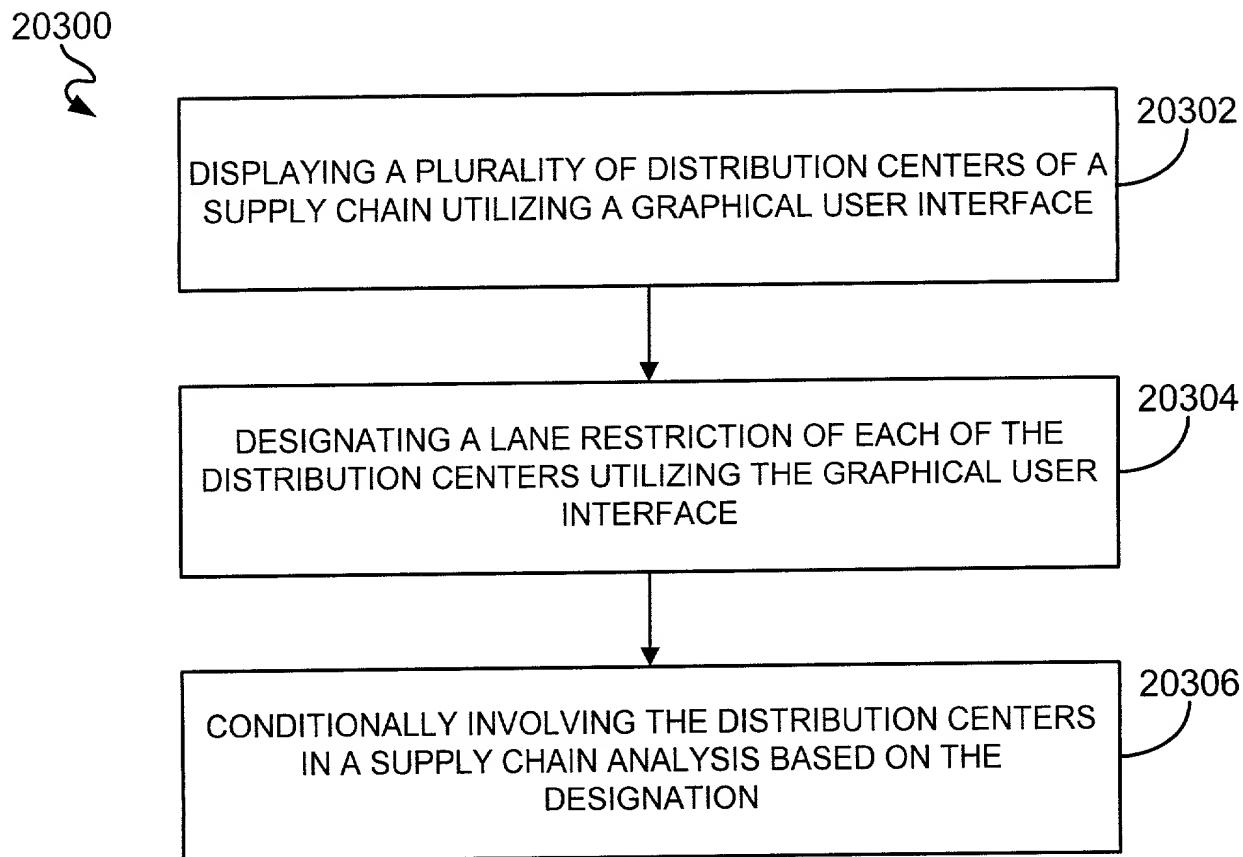
Distribution Center	Lane Restriction
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded

**FIG. 201**

20200



**FIG. 202**



**FIG. 203**

20400

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center	Truckload Freight	Lane Distance		
AMERISERVE POST-ALBUQUERQUE	1,617			
AMERISERVE POST-DENVER	1,277			
AMERISERVE POST-SALT LAKE UT	691			

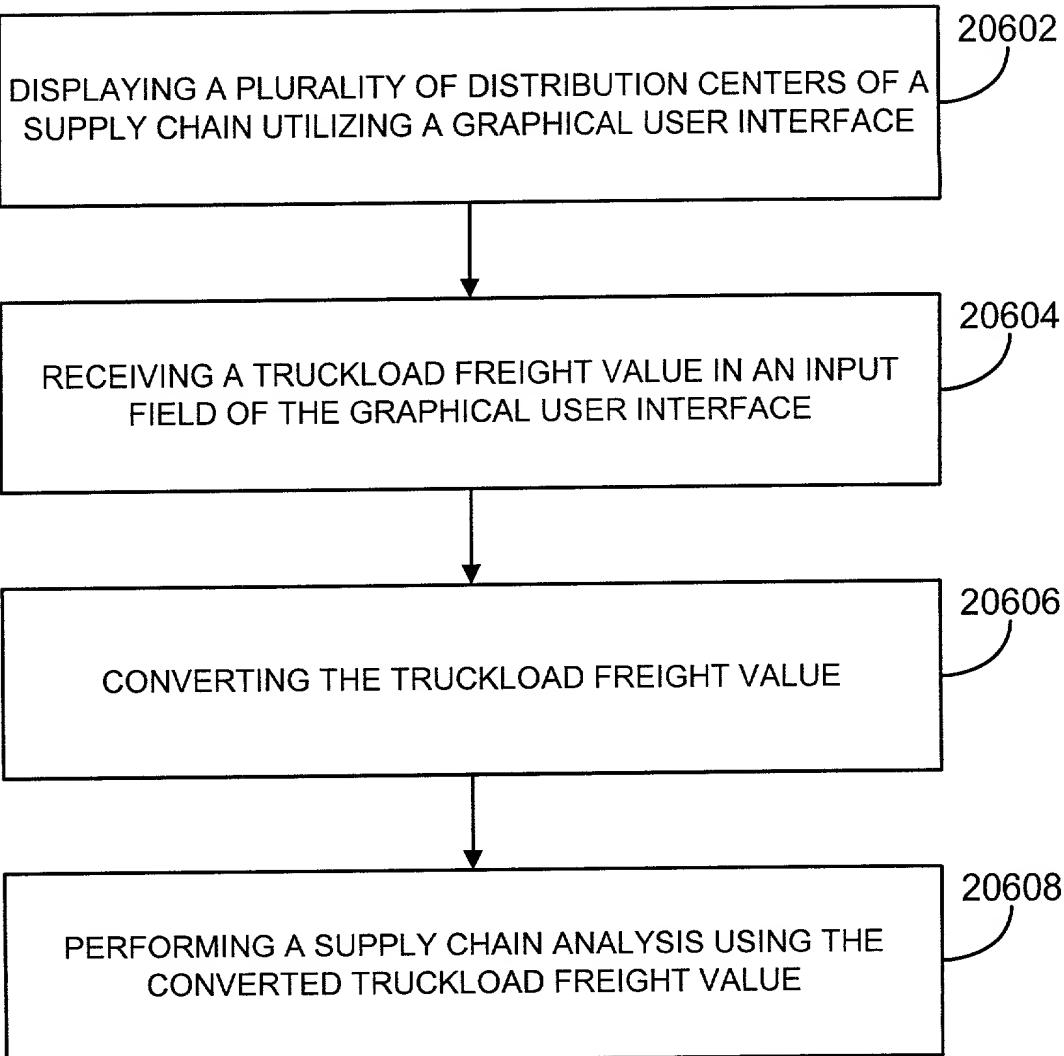
FIG. 204

20500

Supplier FOB		Address				
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904			
TYSON FOODS-GREEN FOREST AR	Green Forest	AR	72638			
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801			
Distribution Center	Weight Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	+ LBS
PS-ATLANTA	15,000				1.10	
PS-BURLINGTON	15,000	400.00			1.20	

FIG. 205

20600



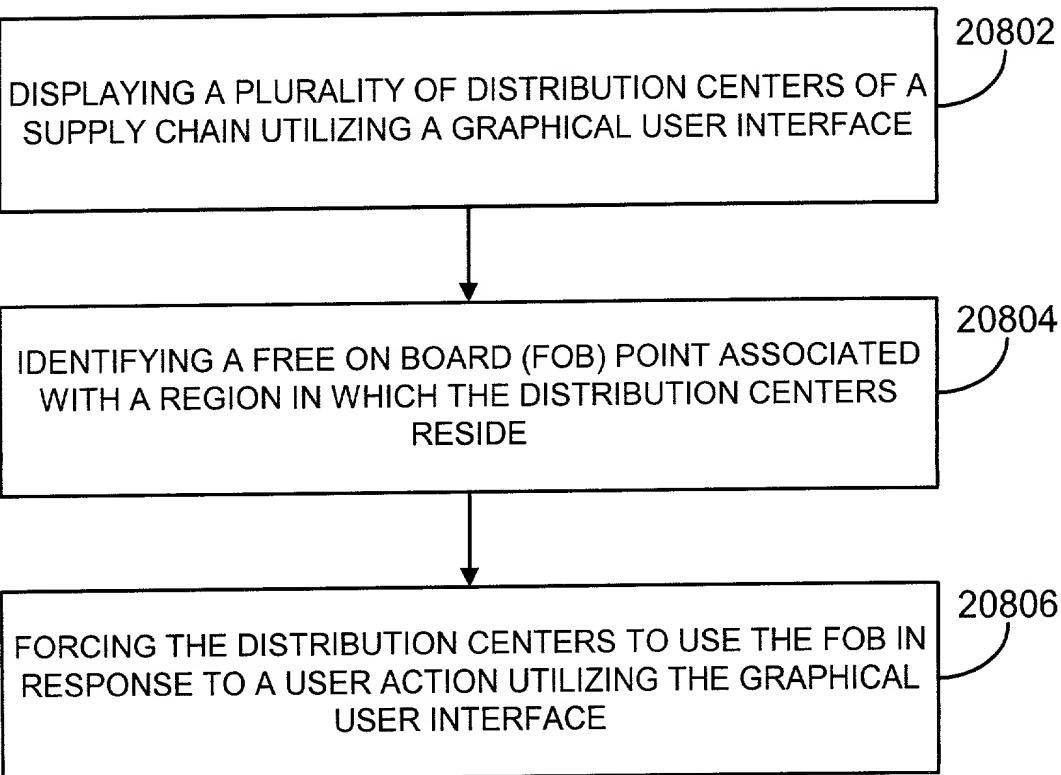
**FIG. 206**

20700

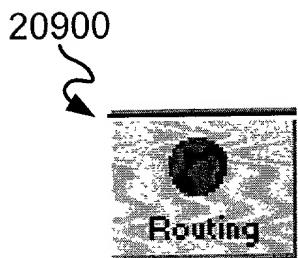
<b>Analysis Region</b>	<b>Force FOB</b>
MCCABE-PORTLAND/RNW-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No
<b>Distribution Center Name</b>	<b>Site Role</b>
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

**FIG. 207**

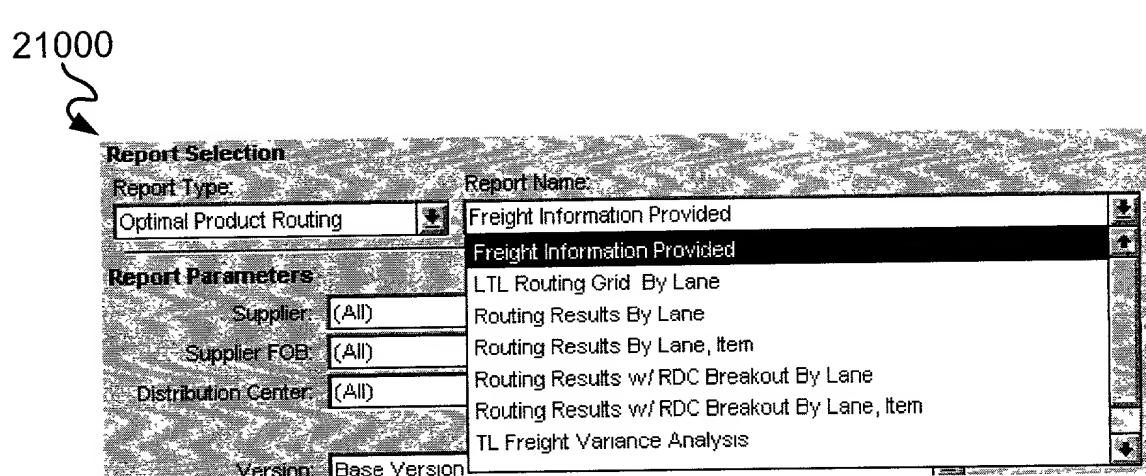
20800



**FIG. 208**



**FIG. 209**



**FIG. 210**

21100

IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

21102

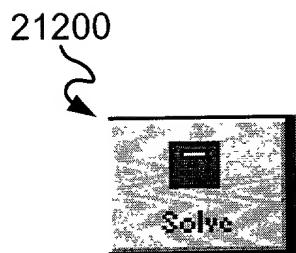
DETERMINING A LOWEST COST ROUTING SCHEME FOR  
EACH OF THE LANES

21104

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE  
LOWEST COST ROUTING SCHEME

21106

**FIG. 211**



**FIG. 212**

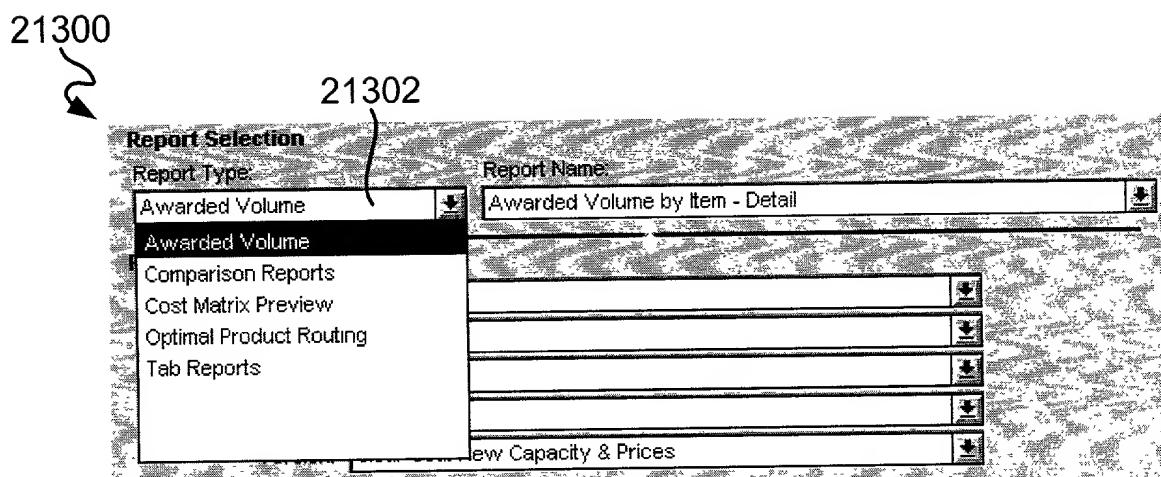


FIG. 213

21400
Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

**FIG. 214**

21500
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

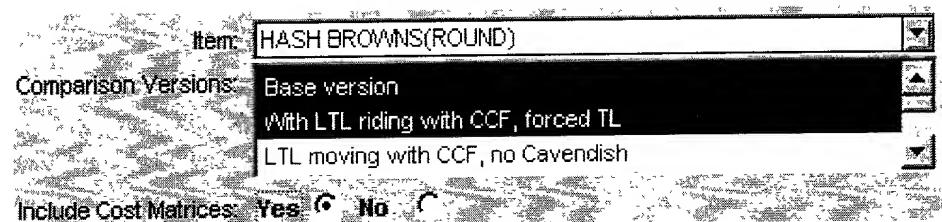
21600	
Report Type	Report Name
Comparison Reports	Assigned Volume Percentages (no conversion)

**FIG. 216**

21700
Report Name
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800



**FIG. 218**

21900



**FIG. 219**

22000

SELECTING A PLURALITY OF SUPPLY CHAIN ANALYSES

22002

LOCATING RESULTS OF THE SELECTED SUPPLY CHAIN ANALYSES

22004

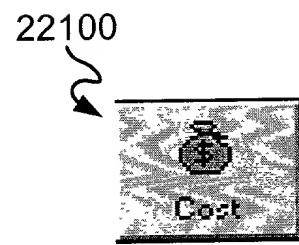
COMPARING THE RESULTS OF THE SUPPLY CHAIN ANALYSES

22006

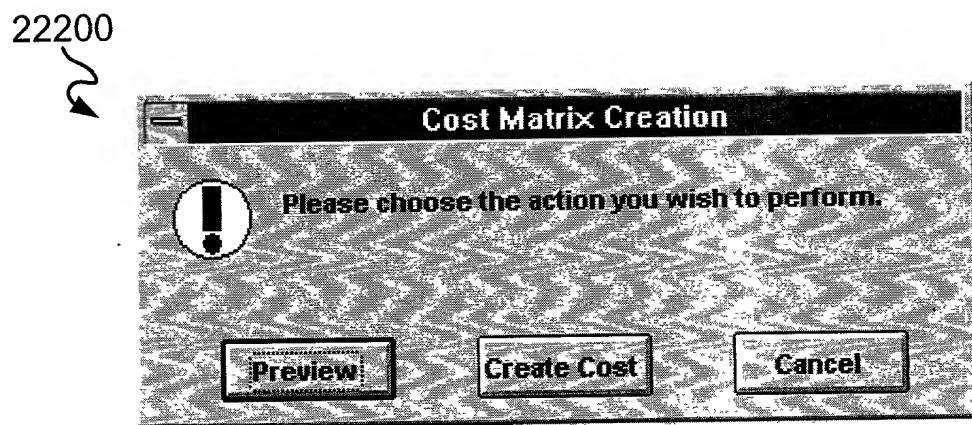
GENERATING A REPORT ON THE COMPARISON

22008

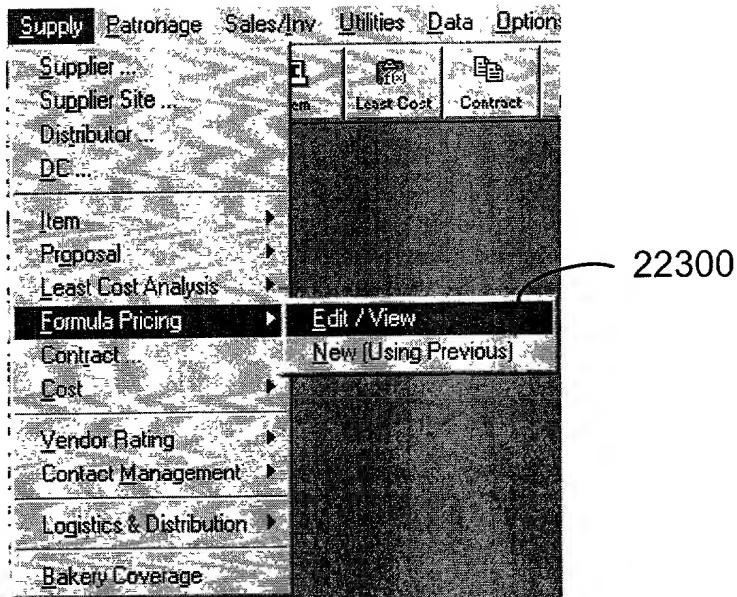
**FIG. 220**



**FIG. 221**



**FIG. 222**



**FIG. 223**

22400

This is a screenshot of a software dialog box titled 'Formula Pricing - BEEF - 77% - 04/06/98'. The dialog has several tabs at the top: General Info, Pricing (which is selected), Freight, Formulas, Block Cost, and Adjustments. The 'Pricing' tab contains the following fields:

- Pricing ID: 12
- Description: Beef Pricing 04/06/01
- Item: BEEF - 77%
- Raw Material Pricing Date: 04/06/01
- From: 03/23/01
- To: 04/03/01
- Cost Matrix Begin Date: 03/15/01
- End Date: 03/28/01
- FOB Adjustment Amount: 0.0000

**FIG. 224**

22500

Formula Pricing - BEEF - 77% - 04/06/98

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN YW	FRSH DOM 90% LEAN YW	FRZN IMP AUS LEAN	Fine Texr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300
03/26/98	0.8850	0.9155	0.8845	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9850
03/31/98	0.8860	0.9150	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9640
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9800
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659
											0.8760

FIG. 225

22600

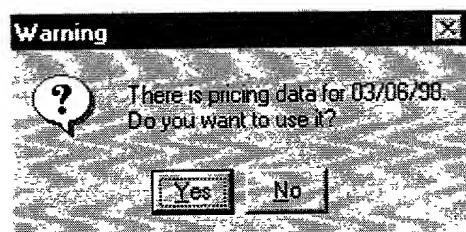


FIG. 226

22700

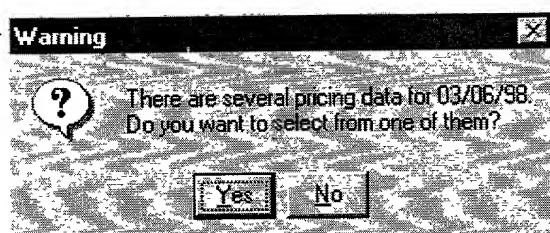
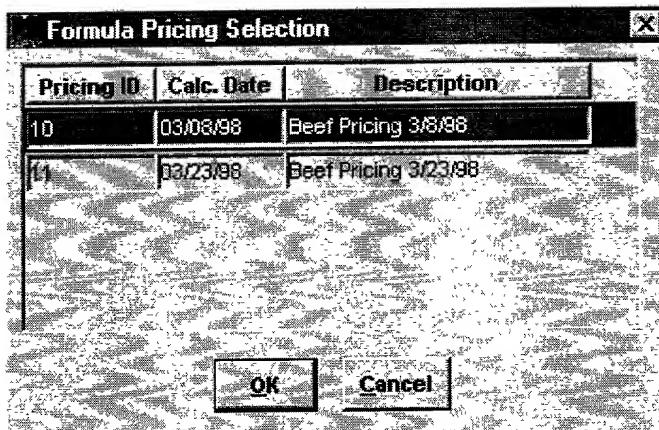


FIG. 227

22800



**FIG. 228**

22900

The dialog box title is "Formula Pricing - BEEF - 77% - 04/06/98". The tabs at the top are General Info, Pricing, Freight, Formulas, Block Cost, and Adjustments. The Freight tab is selected.

**Supplier FOB**

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

**Freight Amt**

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

**FIG. 229**

23000

Formula Pricing - BEEF - 77% - 04/06/98																						
General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	FD5STR		FD65TR		FD73TC		FD88LC		FD85LN		FD90LC		IMA98		LFTB		Total
Formula	Pct.	Cost	Pct.	Cost	Pct.	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Total
AFS-1	0.3120	0.2871																				0.3840
DIV-1	0.1400	0.1295	0.2600	0.1949	0.1400	0.1368																0.3941
GS-1	0.3270	0.3042																				0.3866
S&C-1	0.2414	0.2200								0.2179	0.2026	0.2179	0.2153	0.2179	0.2398							0.3721
SFR-1	0.3250	0.2926																				0.3684
TEX-1	0.3090	0.2768																				0.3916
WHI-1	0.3250	0.2958																				0.3765
WIS-1	0.3325	0.2877																				1.0018

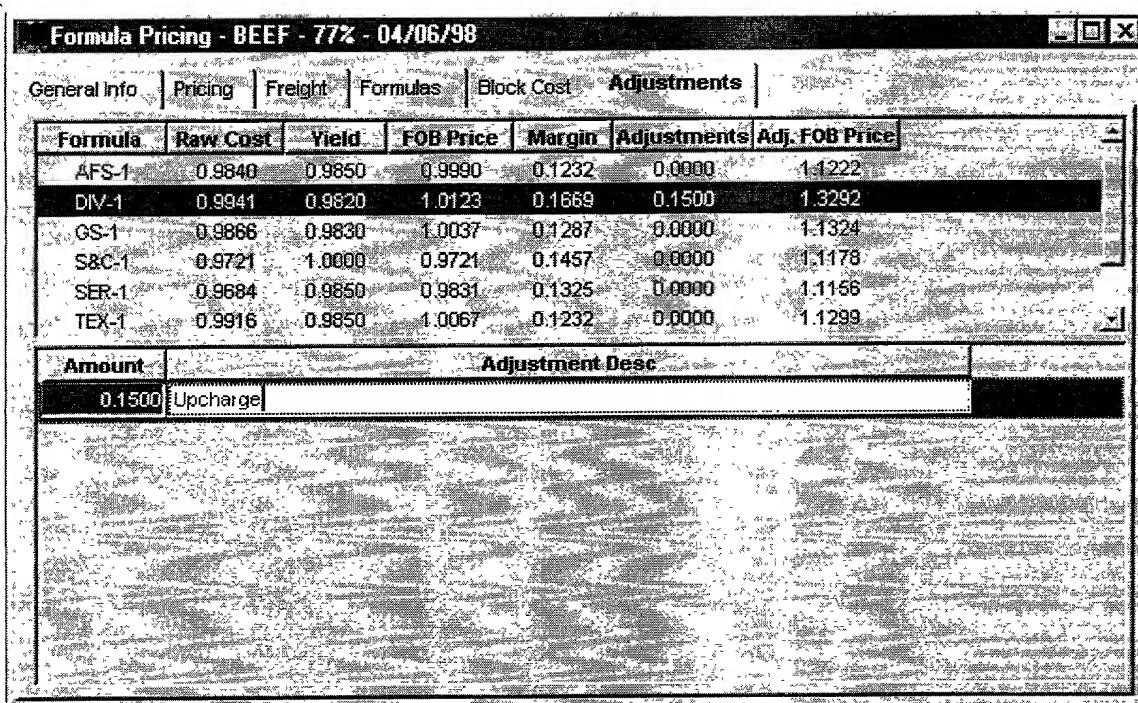
FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98						
General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	✓
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	✓
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	✓
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	✓
SFR-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	✓
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	✓
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	✓
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	✓

FIG. 231

23200



**FIG. 232**

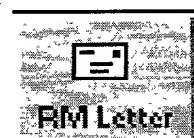
卷之三

Del Row 23300

Del Row 23302

**FIG. 233**

23400



**FIG. 234**

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

FIG. 235

23600

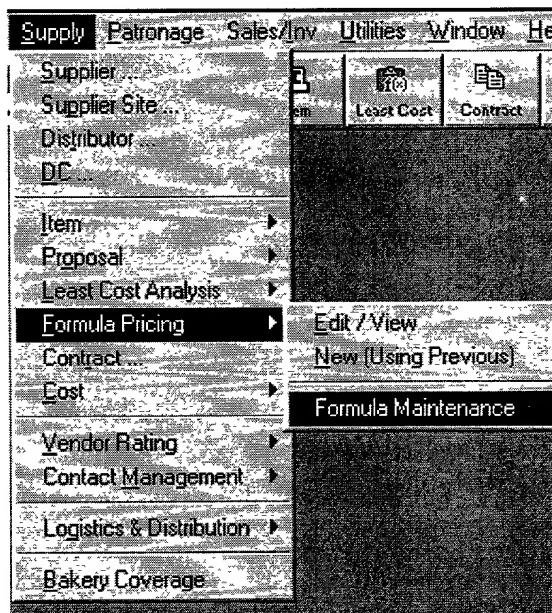


FIG. 236